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# The CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2862  
VOL. CXXI

DECEMBER 15, 1934

Annual Subscription (with  
Diary) 20/- Single Copies 9d.

**Safeguard the Throat**

**Sore Throat Lozenges**

**Meggeson & Co. Ltd., London**

Embodying the usual  
Meggeson standard  
of purity  
and excellence

**WHOLESALE 66 per doz net**  
also packed in larger quantities

**12/6 per doz. net. Retail 1/0 P.A.T.A.**

## MEGGESON & Co. LTD.

Telephone, BERMONDSEY 1741-1742

Private Branch Exchange

ESTABLISHED OVER 130 YEARS

**BERMONDSEY, LONDON**



THE CENTRE OF ATTRACTION—

# U.G.B.

grace & beauty

THE PERFECT PAIR

The Standard of Perfection  
**IN GLASS AND OPAL PACKAGING**

CRYSTAL Toilet Bottles and Opal Glass Containers are designed and manufactured by the U.G.B. to attract and centre attention by simplicity and beauty. Complete with moulded Korkalite Screw Caps in blending colours the sales value of the contents is greatly enhanced.

It is art packaging that SELLS—the exterior symbol of the quality of your product.

**BOTTLE and CAP MANUFACTURED by UNITED GLASS BOTTLE MANUFACTURERS LIMITED**

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 STRAND, LONDON, W.C.2

**The Largest Manufacturers of Glass Containers in Europe**

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# Packed Pharmaceuticals

under your own name

OWN NAME SPECIALITIES  
WHICH PAY DIVIDENDS



Pharmacy  
for the  
Pharmacist

Adopt our C.O.B.  
method of packing

## ARTHUR H. COX & CO. LTD

Manufacturing Chemists

BRIGHTON

A A



# FIRST ANNOUNCEMENT

*of the new*

## PINEOLEUM BRAND EPHEDRINE JELLY

### THE MOST UP-TO-DATE WAY TO RELIEVE COLDS

**90 out of 97 Nose and Throat specialists already recommend to their patients Pineoleum Brand Inhalant for Nasal Catarrh. Now comes Pineoleum Brand Ephedrine Jelly, the quickest of all ways to relieve colds.**

"Why don't you make it in jelly form?" specialists kept on saying to us when writing for surgical supplies of Pineoleum Brand Inhalant. They declared that a companion product in jelly form would be sure of success as the most up-to-date way to relieve colds.

#### IMPORTANT NEW INGREDIENT

Our reply is the introduction today of Pineoleum Brand Ephedrine Jelly. It contains all the ingredients that have made Pineoleum Brand Inhalant so widely used among doctors — *plus* Ephedrine. This additional ingredient makes it even more suitable for the up-to-date medical treatment of colds.

#### AND DOCTORS ALREADY KNOW . . .

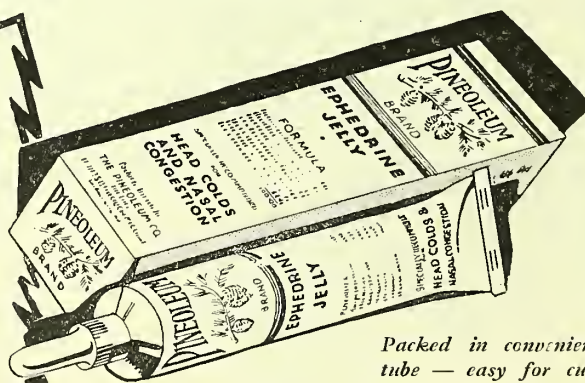
Hardly a week will go by throughout the winter without advertisements appearing in the newspaper for Pineoleum Brand Ephedrine Jelly. Already every doctor in the country has received a letter announcing this new product — explaining why it is the most up-to-date cold remedy on the market. This week many of them will start recommending it to their patients. These patients will soon be coming to you for their supplies. Don't miss this chance of new business. Order preliminary stocks now.

#### SPECIAL INTRODUCTORY OFFER.

The retail price is 1/3 per tube, and the invoice price, 11/3 per dozen. Packed in attractive 1/2-dozen display containers. For a limited period only, we have arranged a Special Introductory Offer. Send for details today. Simply clip the form below to your letter-heading and post in 1/2d. unsealed envelope.

#### QUICK FACTS

- 1 Sure to be recommended by specialists and doctors — companion line to specialists' favourite inhalant.
- 2 The most up-to-date of all cold remedies — full Pineoleum Brand formula *plus* Ephedrine.
- 3 Ephedrine clears congested nasal passages, shrinks inflamed mucous membrane. Makes breathing easy at once.
- 4 Simple to use — and quick, lasting results.



*Packed in convenient tube — easy for customers to carry about*

**POST TONIGHT!** To Chesebrough Manufacturing Co. Cons'd., Victoria Rd., Willesden, London, N.W.10

*Please send to attached address details of your special Introductory Offer for Pineoleum Brand Ephedrine Jelly*

CLIP THIS FORM TO YOUR LETTER-HEADING AND POST IN 1/2d. UNSEALED ENVELOPE TONIGHT



*Children  
love it.*



*It's a  
PATA  
line*



# CROOKES' HALIMALT

*No fishy flavour!*

A product equivalent in vitamins A and D to its own bulk of cod liver oil with an entirely natural vitamin content. Halimalt provides the vitamins A, D, B and C in well balanced proportions and by virtue of its concentrated nature, the dose is half that usually recommended for malt and oil preparations.

## 70% PROFIT ON OUTLAY

In addition to these generous terms not less than six original and compelling Window Displays and showcards are already available. Make sure that you have adequate stocks of this unique line which sells itself.

## FAR SUPERIOR TO COD LIVER OIL AND MALT

THE CROOKES' LABORATORIES (British Colloids, Ltd.)  
PARK ROYAL, LONDON, N.W.10

Telephone: Willesden 6313 (3 lines). Telegrams: Collosols, Harles, London



# Increase your Profits

## TAKE ADVANTAGE OF COMBINED QUANTITY DISCOUNTS

ON  
"CALIFORNIA SYRUP OF FIGS" Brand Laxative (REGD.)

★ PHILLIPS' DENTAL MAGNESIA

★ "MILK OF MAGNESIA" (REGD.)

★ MILK OF MAGNESIA Brand TABLETS

★ "DANDERINE" (REGD.)

ON ORDERS VALUE **£6** COMPRISED

EXCLUSIVELY OF ITEMS MARKED ★

WE WILL CONTINUE TO ALLOW

**12½%** CASH 30 DAYS.

**£3**

Assortment of goods.  
Through your whole-  
saler only.

**5%**

Cash 30 Days

**£6**

Assortment of goods

**7½%**

Cash 30 Days

*All discounts are conditional upon 14 days display of goods.*

**PROPRIETARY AGENCIES LTD.**

179/181 ACTON VALE, W.3.

Phone : SHEPHERDS BUSH, 4435.



## The Norwegian cod fisheries are prosecuted

in the far North in a cold and healthy climate. The liver oil of the cod, which is extracted a mere matter of hours after capture, is of all the foods we know the richest in vitamins. The great value of Norwegian Medicinal Cod Liver Oil will appear from the fact that medical men regard it as the most efficient weapon in the fight against enfeeblement and disease. Norwegian Medicinal Cod Liver Oil cures and prevents rickets, develops healthy teeth and a strong bone structure, and strengthens the mucous membrane of the respiratory organs.

## Norwegian Medicinal Cod Liver Oil

world-renowned for



its high quality.



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## A novel bottle for the super quality "PENNINE" BRAND GINGER WINE ESSENCE

T.R.2

No other Ginger Wine Essence is so economical and satisfying as Pennine Brand. It makes repeat custom inevitable, for not only the excellence of the contents, but the dimpled bottle itself is an attraction. It has the appearance of quality, just as the essence possesses the full flavour and the tang of quality.

The 3 oz. bottle is the basis of 6 pints of full-strength Ginger Wine at a cost of less than 3d. per pint.

Trade Price : 5/- per dozen

Showcard available.

# THORNTON AND ROSS LTD

Manufacturing Chemists, MILNSBRIDGE, HUDDERSFIELD

To Retail  
at **9d.**  
PER BOTTLE

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Telegraphic Address : "Drugs, Liverpool"

Telephone No. : Royal 1434 (6 lines)

# JOHN THOMPSON (Wholesale Druggists 1921) LTD.

## 27/35 Duke Street, LIVERPOOL



### Prepare for Winter Trade

# Jaytee's

## Ginger Wine Essence

NON-INTOXICATING, WARMING AND STIMULATING

### Retails at 9d.

PRICES :		One 9d. Bottle makes 1
Per Doz. - - -	5/6	gallon (or Six Wine
6 Doz. - - -	5/3	Bottles) of Delicious
12 Doz. - - -	5/-	Cordial.

Decanter and 3 Wine Glasses for Window Display  
**Supplied with each order for 1 gross.**



MAKE **1935** A BOOM YEAR



**ARE BUILT ON  
THE BEDROCK  
OF PROVED  
EFFICACY...**

THERE is no firmer foundation for permanent selling than the combination of efficacy and inexpensiveness. The Veno products illustrate this to perfection. Each has been proved over decades by the acid test of public trial. Each is marketed at popular prices. As a result sales have risen steadily, until today they have reached envied heights. Germolene Brand Aseptic Ointment, Dr. Cassell's Brand Tablets and Venos Brand Lightning Cough Cure are lines you cannot ignore. Extensive advertising in all suitable media keeps

the demand rising. Sales are consistent—profits are generous—there is no risk of dead stock. Increase *your* turnover by becoming a VENO stockist.

PHENSIC can justifiably be described as unique. It is the certain cure for 'Flu; the quickest pain-killer known; it is absolutely safe; it does not harm the heart and is tonic in action. The public are responding in their thousands to current press advertising. Don't let them find *you* out of stock. Send for particulars.

★ ★ WRITE FOR TERMS AND DISPLAY MATERIAL TO THE

**VENO DRUG Co. LTD.**

CHESTER ROAD, MANCHESTER 16

---

# Regular Beggars

*mean*

# Regular Business

*to thousands of pharmacists*

---

THE Regular Beggar cut-outs, specially designed to link up with the current Bob Martin advertising in the Press, are among the most successful sales-aids ever produced by Bob Martin. Pharmacists who have displayed the Regular Beggars on their counters, or in their windows report considerable increases in sales of all Bob Martin lines.

If the new displays are not already earning new

profits for you, you can be sure somebody else is taking new sales that should be yours, for it has been proved that customers buy their Bob Martin's preparations where they see Bob Martin displays.



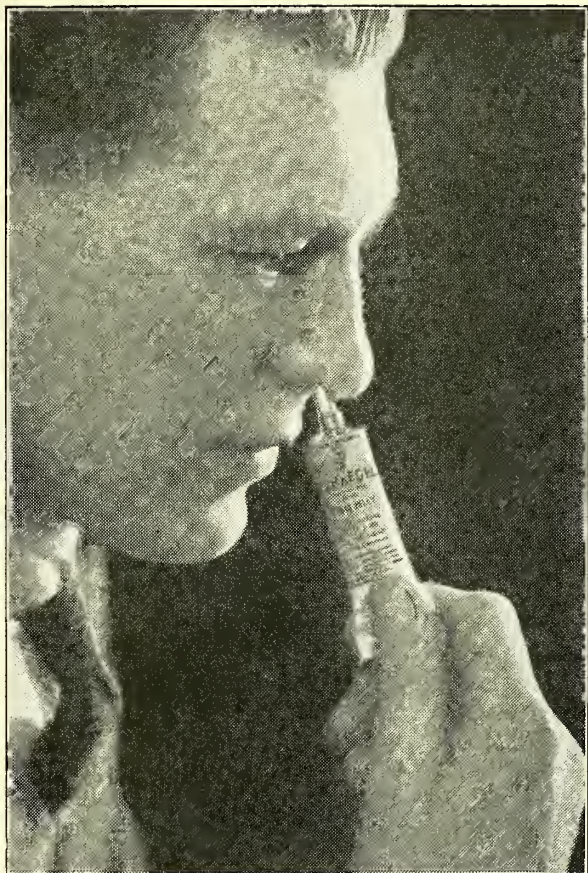
Begin now to take your share of new profits. Write to-day to Bob Martin Ltd., Union St., Southport asking for Display A, as illustrated, or, if you can use a larger piece (19 x 18-ins.), please mention Display B.

**BOB MARTIN'S**  
TASTELESS  
**CONDITION POWDERS**

BOB MARTIN LIMITED • SOUTHPORT • ENGLAND

---





The Non-Greasy  
Nasal Jelly

**EPHREGEL**

Trade Mark Regd.

For prompt  
and efficient  
relief in

## CATARRH AND COLD IN THE HEAD

Ephregel is a combination of  
Ephedrine and Adrenalin with  
suitable analgesics and aromatics in  
a water-soluble non-greasy base.

CLEANLY & CONVENIENT IN USE

In tubes at 1/6 each.

Trade price 15/- doz. less 25%

*Prepared at Evans Biological Institute*

**EVANS SONS LESCHER & WEBB LTD.**

LIVERPOOL

LONDON E.C.1

DUBLIN

**8<sup>D.</sup>**  
**PROFIT**  
 ON  
 AN  
**OUTLAY**  
 OF  
**10<sup>D.</sup>**  
 OR  
**80%**



**SOLD**  
**BY**  
**CHEMISTS**  
**ONLY**  
  
**MADE**  
**IN**  
**OUR**  
**LONDON**  
**LABORATORIES**

**Retail Price 1/6 per Jar. Chemists' Price 10/- per doz.**

LABORATORY DEPARTMENT  
**ARMOUR AND COMPANY**  
 LIMITED

**ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,  
 LONDON, E.C.1.**

Telegrams: "ARMOSATA-CENT," LONDON  
 Telephone: NATIONAL 2424



# PHOSFERINE PREPARATIONS!

## A NEW LINE!

### PHOSFERINE TONIC WINE



**A** VERY pleasant medicated Wine of highest quality, which contains generous blood enriching, nerve vitalising elements, with the carefully balanced addition of Phosferine, suitably adjusted to the average constitution.

**A leading London Analyst writes :**

"I find Phosferine Tonic Wine to be made from a sound, full-bodied wine of excellent quality. It is free from acidity and all objectionable secondary products of fermentation. The very pleasant flavour imparted to the Wine by Phosferine improves the 'bouquet,' and provides a most delightful beverage."

Phosferine Tonic Wine is supremely beneficial in promoting splendid recovery after Influenza or other illnesses, as it builds up permanent vitality with the strengthened circulation of new rich blood.

**Sells at 3/9 per large bottle. Trade price 32/6 per dozen, less 2½% 14 days.**

**WINE LICENCE REQUIRED**

Orders should be forwarded to the Distributors, L. ROSE & CO., 89, Worship St., E.C.2  
**PHOSFERINE (ASHTON & PARSONS) LTD., LUDGATE HILL, LONDON, E.C.4**



# "BEST WHEN THE WEATHER'S WORST"

During the next few months there will be a ready-created demand for a good Bronchial Lozenge. Winter is here, with its fogs and chills. Are you taking advantage of this to secure for yourself an excellent profit by selling a real pharmaceutical lozenge? Put a display out of Parke-Davis Mentholated Bronchial Lozenges on your counter now.

M.R.P. 1/-

PARKE, DAVIS & CO., 50 BEAK STREET,  
LONDON, W.1



Send for terms



# Are YOU stocking Nestlé

# COLO Rinse

REGD.

yet? It is a quick selling  
profitable line...



6<sup>d</sup> PER PACKET  
CONTAINING  
COLO RINSES 2



The National advertising campaign for Colo Rinse has sent sales leaping up and up. Colo Rinse is definitely new, definitely good. Just a simple rinse after a shampoo, and every woman can possess hair full of highlights, gleaming and lustrous. Not a dye, not a bleach, just a harmless colouring which will not stain, will not rub off, which can be removed instantly by a single shampoo.

It is very profitable, send for your sample or send a trial order now.

The Colo Rinse outer provides an attractive, colourful counter display. Not too big, self explanatory, an unobtrusive silent salesman.

Order your first four dozen twins now (each 6d. packet contains two rinses). They retail at 6d. for each twin.

Special counter packing: 4 of each of the twelve Colo Rinse Shades, Trade price 16/-. Retail price 24/-. Colo Rinse comes in twelve colours: Black, Dark Brown, Chestnut Brown, Warm Brown, Henna, Dark Auburn, Light Auburn, Ash Blonde, Blonde, Light Golden Blonde, Platinum (silver grey), White.

## FREE OFFER!

Your business letterheading will bring you a sample packet containing two rinses for your inspection and use. Just write the word "Colo Rinse"—we will do the rest.

**C. NESTLÉ & CO., LTD.**  
465-467 HOLLOWAY Rd., LONDON N.7



A BRITISH PRODUCT

**GARDENAL**

(TRADE MARK)

PHENYLETHYLMALONYLUREA



In Powder and  
Tablets,  $\frac{1}{4}$   $\frac{1}{2}$  1 &  $1\frac{1}{2}$  gr.

The most efficient  
treatment in

**EPILEPSY**

Invaluable as a sedative in

CHOREA

PERTUSSIS

MIGRAINE

NEURASTHENIA

INFANTILE CONVULSIONS

MANUFACTURED BY

Literature on request

**MAY & BAKER** LTD.

DAGENHAM, LONDON

Telegrams  
"Bismuth, London"

Telephone :  
ILFORD 3060



*"Why has no one ever thought of this preparation before"?*

asked a gentleman well known in the pharmaceutical world. He referred to—

CONCENTRATED  
**L. B. W.** LEMON BARLEY WATER



26 OZ.  
BOTTLE **1'9**

WHOLESALE

16/- DOZ

© CARRIAGE PAID

which sells at 1/9 per bottle and can be obtained from your wholesaler at 16/- per dozen.

Our Sales Department abounds in letters of appreciation of our preparation from physicians and surgeons throughout the British Isles. One and all announce that they are prescribing L.B.W. for their patients, and you should enjoy your share of the rapidly increasing demand.

*Your Wholesaler will  
gladly supply your  
requirements*

Proprietors: L. B. W. LTD., 16 QUEEN'S LANE, NEWCASTLE-ON-TYNE, 1



### ANZORA WAVE-SETTING LOTION FOR LADIES

A new Anzora line that is going to mean more profit to you. Beautifully perfumed and selling at the popular prices of 6d. and 1/3. Get fully stocked to meet the demand. Trade terms 4/- and 11/- per doz.

## HEADS YOU WIN . . by pushing ANZORA

Once a man has used Anzora he'll never use another hair cream. You've won his custom because he is satisfied with what you've sold him. And twenty-five years of advertising has placed Anzora far ahead of any competition. For there is an Anzora line to suit every head—dry, greasy or "glossy." Get your fair share of the millions of users of Anzora by displaying it prominently. Remember—there is 33 1/3% profit on every quick sale.

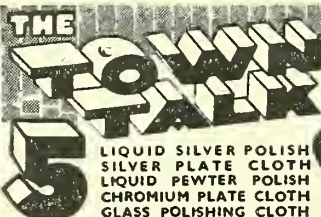
*The only*  
**Gold Medal Hair Cream**

## ANZORA MASTERS THE HAIR

**ANZORA PERFUMERY CO., LTD., LONDON, N.W.6**

#### TRADE TERMS

Cream and Viola  
8/- doz. Retail at 12/  
12/- " " " 18/  
20/- " " " 30/  
Brilliantine 8/- doz.  
Retail at 12/-



Five lines that the housewife regularly buys because of their unequalled excellence

Ten million people every month buy the newspapers and women's journals containing "Town Talk" Advertisements which tell readers the superlative qualities of "Town Talk," also that it is sold by Chemists. **That is why stockists do not have to sell "Town Talk"—they are asked for it.** Order the "Town Talk" 5 quick-selling repeat-order lines. They give a generous profit. Additional "TOWN TALK" Sales Helps supplied free on request. Show-cards, Window Displays, Samples, Leaflets, Cinema Slides, Blocks for own advertising.  
**TOWN TALK POLISH Co., MANCHESTER**

**You do not have to sell 'TOWN TALK.' Women BUY it.**

#### ORDER DIRECT OR FROM:

James Woolley Sons & Co., Ltd. Manchester  
Ayrton, Saunders & Co., Ltd., Liverpool  
Brooks & Warburton, Ltd.  
Goodall, Backhouse & Co., Leeds  
May, Roberts & Co., Ltd., London

## ● It's just as easy to sell a good face cloth

..... and ensure repeat orders.

Cheap Face Cloths bring neither satisfaction nor profit. Your customer will not thank you for introducing a cheap cloth which invariably gets slimy. Recommend "Dawn"—a well made, well packed, Ravel-Proof face cloth that is really worth selling.



## 'DAWN' RAVEL-PROOF FACE CLOTHS

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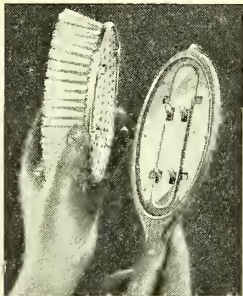
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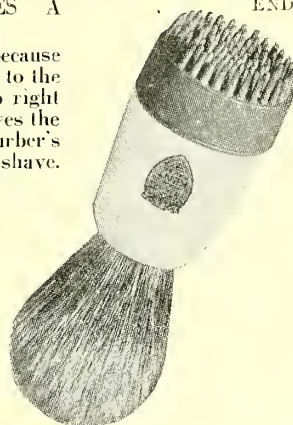
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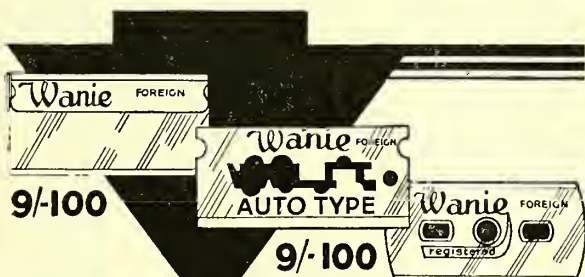
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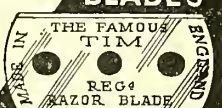
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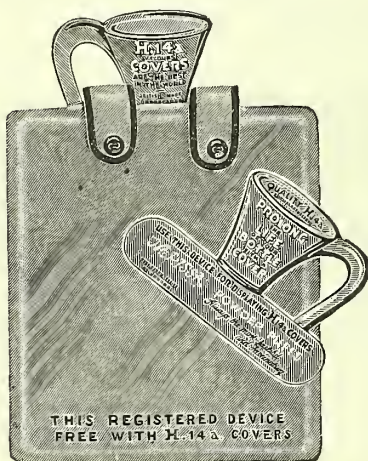
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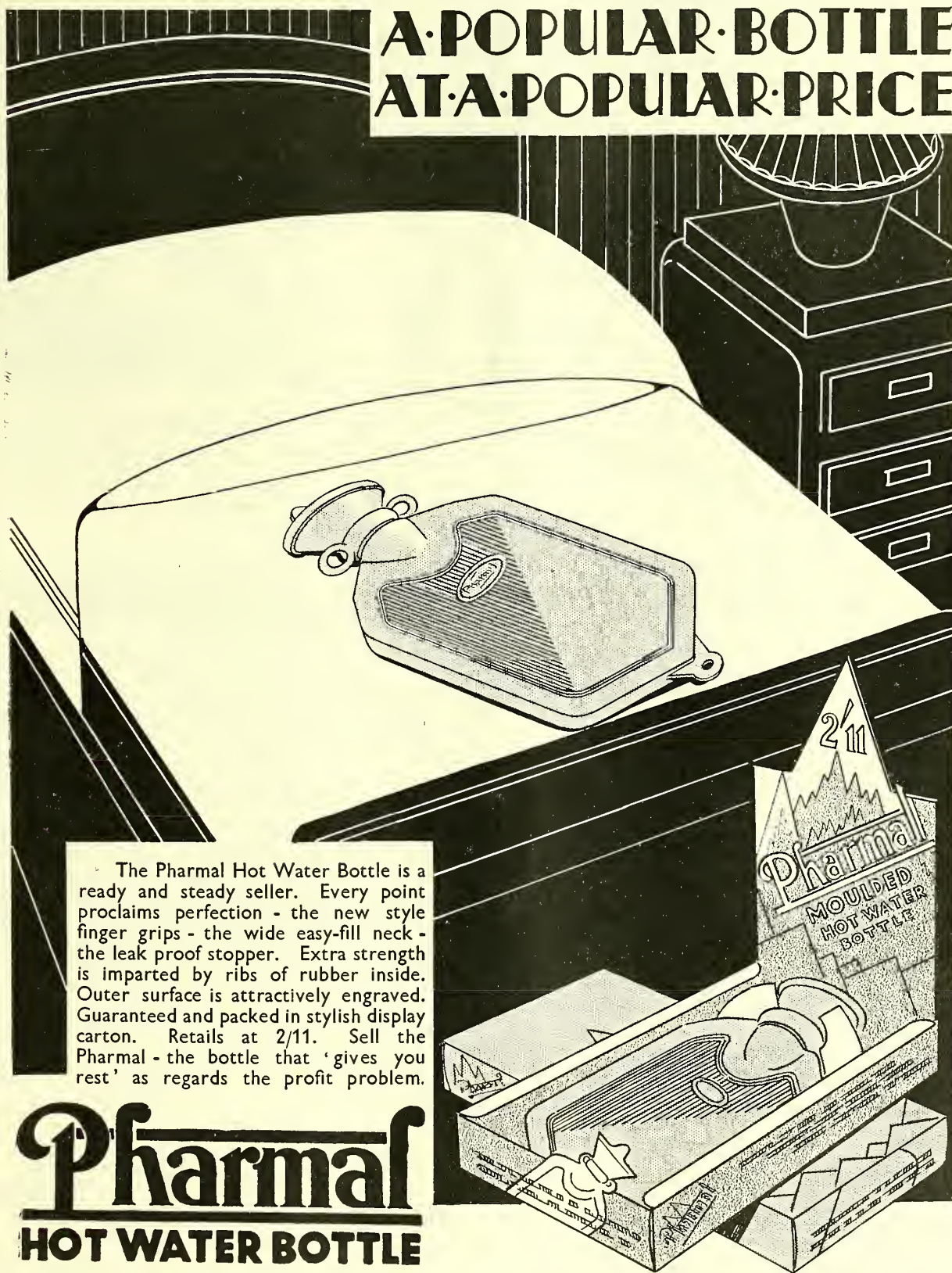
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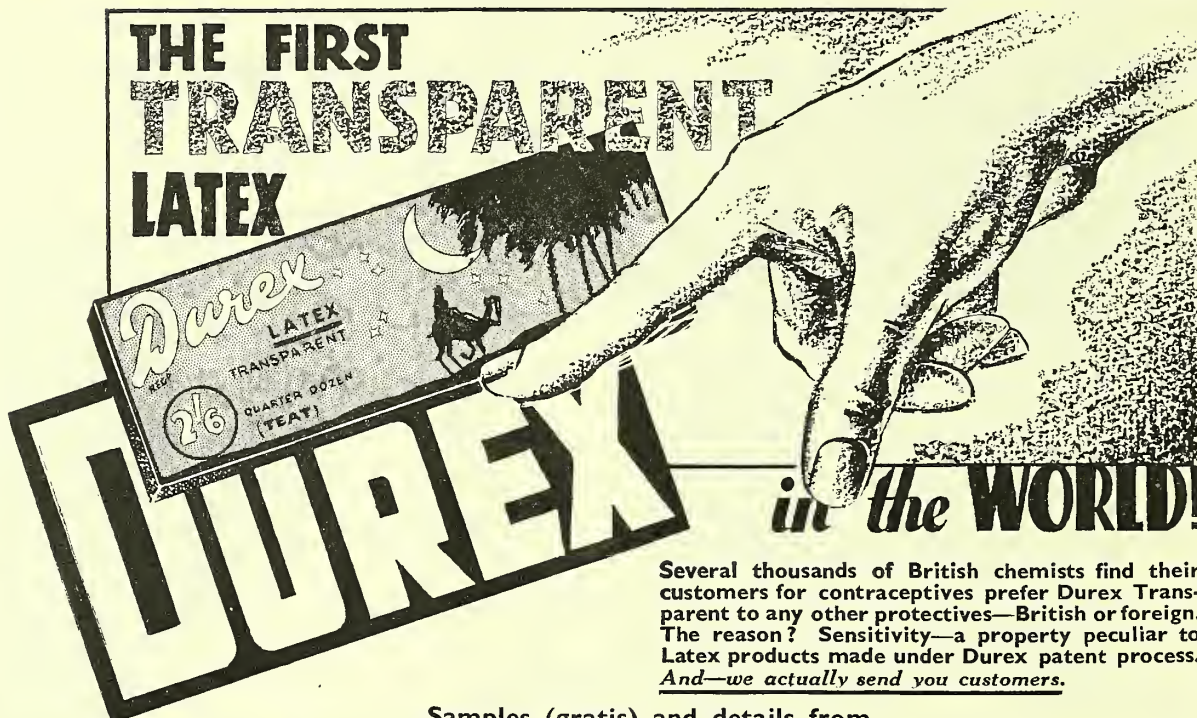
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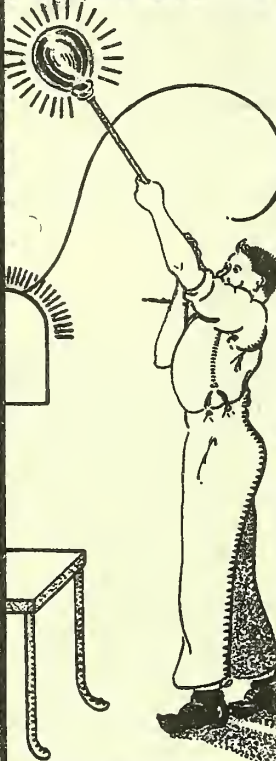
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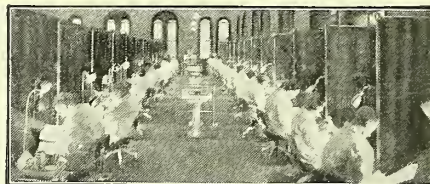


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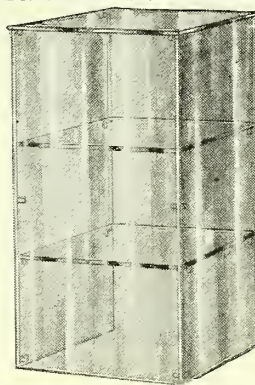
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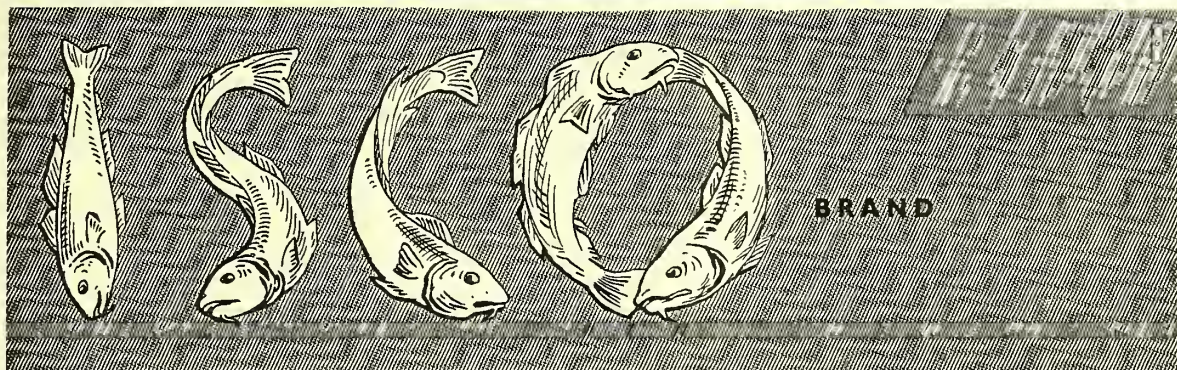
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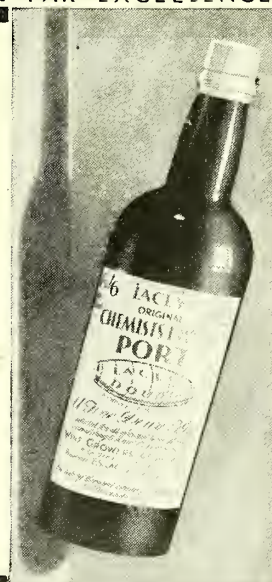
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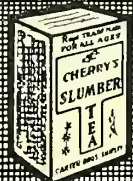
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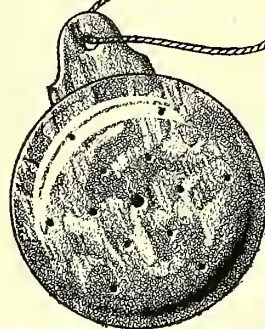
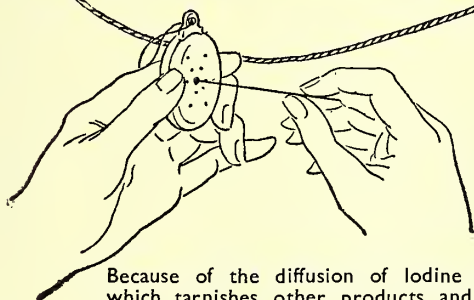
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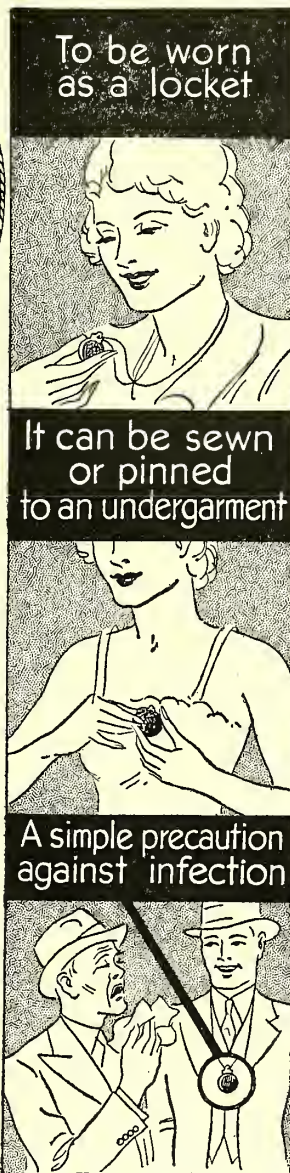
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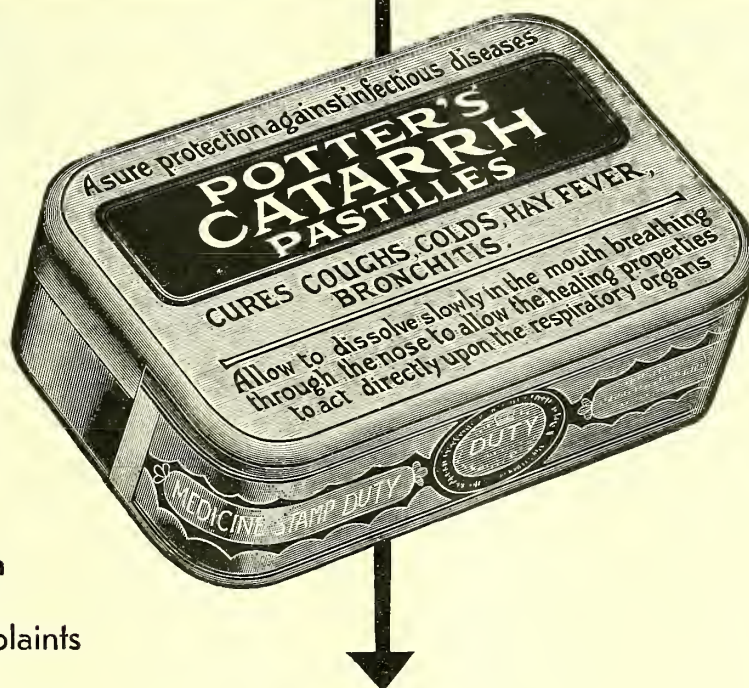
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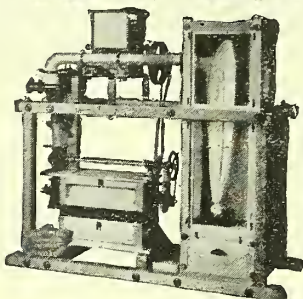
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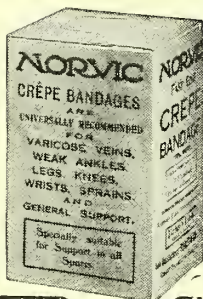
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A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
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## News of the Week

### Unity Among Opticians

At the recent meeting of the Council of the Institute of Ophthalmic Opticians a long debate took place on the subject of unity of the profession. One member, in proposing a resolution, said he felt from discussions he had had with numerous people and from what he had read, the time was ripe for some body to take steps either to bring about unity in the profession or to determine what the real feeling was. He instanced the various points from which the qualified optician was being attacked and suggested others that might be expected. Subsequently the following amendment was proposed and carried unanimously:—"That recognising the need for unity in the optical profession, this Council is of opinion that this end would best be attained by including in the membership of the I.O.O. opticians who have passed such examinations as may be from time to time approved by the Council, and such other opticians as have given evidence satisfactory to the Council of their ability and experience, subject in all cases to their acceptance by the Council." The question was asked if this gave the Council more power than it already possessed, and it was stated that the resolution showed a definite change of heart. From the negative it had gone to the positive. The Council was endeavouring to give a real lead to the country, and this would be taken as an effort to achieve unity. A resolution was then agreed to that the National Association of Opticians examined members' certificates be accepted as evidence of ability in sight-testing.

### Bath

On November 29 a supper and social evening was held under the auspices of the Bath and District Branch of the Pharmaceutical Society, and was well attended by

members and their families. Amongst those present were Councillor Charles Jenkin and Mrs. Jenkin, who have just returned from a world tour. During supper, the president (Mr. E. W. T. Rogers) was formally installed in the chair by his immediate predecessor (Mr. T. Swain). Mr. Rogers suitably responded, and a vote of thanks to the outgoing president was proposed by Mr. Luther Wilson, and seconded by Mr. Aspell. After supper, until midnight, dancing took place with interludes of solos and character dancing.

### Blackpool

Mr. H. Gartside, B.Sc. (Evans Sons Lescher & Webb, Ltd., Runcorn) included a variety of topics in his address to the Blackpool Branch of the Pharmaceutical Society on December 6, when seventy members (the best attendance for some time) were present. Mr. H. Hall (president) was in the chair. Mr. Gartside illustrated his remarks with films and lantern slides. In opening, he dealt with the drugs pituitary and digitalis, showing by experiments on frogs how the standard strength of the substances could be computed. Mr. Gartside fully described the preparation of anti-diphtheritic serum. Mr. H. Thompson proposed a vote of thanks.

### Brighton

A meeting of the Brighton, Hove and District Branch of the Pharmaceutical Society was held on December 6, the chairman (Mr. E. A. Proctor) presiding. An address was given by Mr. F. W. Adams, B.Sc., Ph.C. (assistant secretary to the Society), on "The Future of Apprenticeship." There was an excellent attendance. Mr. Adams pointed out that although for many years it was the only form of training required for the Society's examinations, the need to supplement it by academic



training had always existed. This supplementary training had continually increased in scope to make good the deficiencies which became more apparent in apprenticeship as time went on, until eventually it had been made compulsory and included the very training in pharmacy that apprenticeship was expected to give. Articles of pupilage had been made compulsory in 1926, but these had been found insufficient in their original form to bring about any appreciable improvement, and in the new Regulations shortly to be issued rules for practical training were being incorporated. Hitherto apprenticeship appeared to have been regarded as something unrelated to the rest of the training. Mr. Adams concluded that the only things that could be learned better during apprenticeship than in a school of pharmacy were such things as dexterity, the value of time, and dealing with emergencies, and that the student was in a better position to learn these things after a course at a school of pharmacy than before. Further, the fact that he would be a trained man would make him of more value to his employer. It was more than ever necessary that pharmacists should have a thoroughly sound scientific training and outlook and be capable of dealing with changes caused by rapid development in medicine.

Mr. Proctor gave a racy description of his own apprenticeship and invited questions from the audience. Mr. Edgar Jones said that if by taking merely a two years' academic course after leaving school students could gain admission to the Register, he was afraid that the result would be even more overcrowding than existed to-day. He suggested that a minimum three-year academic course should be required if the apprenticeship were to follow qualification, and said that it would probably be a good thing for the Society to resume conduct of the Preliminary, as in the old days. Mr. Davis said that in his opinion apprenticeship should come first, even if it were not logical, and that chemists should more frequently demand premiums. Mr. J. Plowright, speaking in favour of post-academic apprenticeship, expressed the view that even if apprentices who had passed the Qualifying examination required higher pay, their added worth as trained men would more than compensate. He had heard it said that apprentices aged about nineteen or twenty, such as these would be, were more difficult to manage in the pharmacy, but that had not been so in his experience. Mr. F. A. Thomas said there were many who took pupils to-day who were not fitted to do so. Mr. K. H. Sanson suggested that each branch should have an advisory committee of local pharmacists who should decide whether or not a pharmacist in the area should be permitted to train an apprentice. Mr. Simpson thought the best place for an apprentice was a hospital dispensary. Mr. J. E. Vickers moved, and Mr. H. B. Mackie, B.Pharm., seconded a vote of thanks. Mr. Mackie expressed his surprise that the revolutionary proposals of Mr. Adams had been received so sympathetically. In his opinion what we wanted was fewer and better pharmacists.

### Cardiff

The annual dinner and dance of the Cardiff Pharmacists' Association and Cardiff and District Branch of the Pharmaceutical Society was held on December 5. The president (Mr. J. T. Day) was supported by the deputy Lord Mayor, Mr. A. E. Young (Leicester) representing the N.P.U. and the P.A.T.A., Dr. Llewellyn Williams (Welsh Board of Health), Dr. J. Greenwood Wilson (medical officer of health, Cardiff), Principal Coles and guests to the number of 150, including a number from the Swansea and West Glamorgan Associations. The president, in proposing "The Pharmaceutical Society," referred to the fact that there were only two pharmaceutical students attending the biochemical analysis class at the Welsh School of Medicine. Mr. A. E. Young, responding, emphasised the necessity of the rank and file banding themselves together. Mr. Alec. S. Johnson proposed "The City of Cardiff," reiterating his firm belief that business was showing improvement in this area. The deputy Lord Mayor (Councillor James Griffiths) replied. "The Ladies, Visitors and Kindred Associations" was proposed by Mr. R. Vernon Lloyd (head of the Welsh College of Pharmacy), Mrs. J. T. Day and Dr. Llewellyn Williams replying. Dr. Greenwood

Wilson gave "The Cardiff Pharmacists' Association," to which the vice-president (Mr. Trevor Thomas) responded. After the dinner a contingent of the younger members arrived for dancing.

### Darlington

Councillor Joseph Waters, chemist and druggist, who was recently elected Mayor of Darlington, was entertained at a complimentary dinner, on December 5, by his fellow members of the Pharmaceutical Society in the district in honour of the high office he had attained after six years' service on the town council. Mr. W. R. Brackenbury (Branch president) presided. Mr. F. Stainsby (Darlington), who proposed the principal toast, said that thirty years ago Councillor Waters came to Darlington from Wooler. They had watched him climb the ladder both in business and in the civic sphere. He suggested that in honour of the mayoralty of Mr. Waters, and in recognition of the honour conferred on the Society through him, the chemists of Darlington should give to the Memorial Hospital whatever moneys they received for the weighing of babies and patients. He had made up his mind to do that. The Mayor, in his reply, referred to the Pharmacy and Poisons Act, 1933, which he considered was much overdue and would be of considerable benefit to the profession. He appreciated deeply the spirit which animated that gathering, and he hoped that none of them would allow little jealousies to spoil their friendships. Mr. J. R. Barker (Hartlepool and District Branch) proposed the toast of "The Tees-side Branch," and Mr. W. R. Brackenbury, in reply, said he and Mr. Waters had been for forty years members of the Pharmaceutical Society. Dealing with the sale of poisons, he said that the law was very lax with regard to sellers other than chemists. Other traders had for a long time imagined that the sale of poisons was a comfortable monopoly for the chemists; but people anxious to become sellers would find that it was not nearly so large and profitable as they had believed. The sale of poisons was a grave responsibility and should be in the hands of competent persons. Mr. J. W. Moffitt (Middlesbrough) proposed "The Ladies," and Miss Waters (Mayoress of Darlington) replied.

### Leeds



AT THE BENEVOLENT FUND DANCE ON DECEMBER 5

Left to right: Mr. and Mrs. Thomas Waide, Mr. J. H. Gough, Mrs. Crummack, Mr. G. C. Crummack.

An inquiry was held on December 10 concerning the death of Mr. C. F. Thackray, Ph.C., who was found drowned in a lake at Roundhay Park. Evidence of depression was given, and a verdict that Mr. Thackray drowned himself while of unsound mind was returned.

### London

A meeting of the National Association of Women Pharmacists was held on December 6, the president (Miss Hodgkinson) in the chair. Miss Dalglish, Chief Advisory Officer to the Women's Employment Federation, of which the N.A.W.P. is a constituent member, gave an address on "Scientific Careers for Women." Miss Dalglish said



that nearly all professions are now open to women, and besides discussing the better known careers she mentioned a number of uncommon posts. Civil service, L.C.C. hospital technicians, museum work, Inland Revenue work, factory inspection, work under the Ministry of Agriculture, the Safety of Mines Board, the gas associations, in food factories, librarianship and translation work, and occupational therapy came in Miss Dalglish's survey. A lively discussion followed in which Mrs. Freke, Miss Harvey, Mrs. Skinner, Miss Fallwell, Miss Edmond and others took part. Mrs. Freke moved a vote of thanks to the speaker.

The first dinner and dance held by the Guild of Public Pharmacists took place at the Palace Hotel, London, W.C.1, on December 6. Mr. H. Davis (president) presided over a gathering of seventy members and friends. Amongst those present were Mr. John Keall (president of the Pharmaceutical Society) and Mrs. Keall, Mrs. H. Davis, Mr. and Mrs. W. J. Beardsley, Mr. and Mrs. G. R. Boyes, Mr. and Mrs. J. B. Elgar, Mr. and Mrs. J. R. Elliott, Mr. F. G. Hobart, Mr. and Mrs. R. W. Lindsey, Mr. Harry Martin, Mr. H. Mumford, Mr. J. Wicliffe Peck, Mr. and Mrs. F. B. Royal and Mr. and Mrs. H. Skinner. Mr. Keall proposed the toast of "The Guild and Its Founders." It gave him much pleasure, he said, to propose a toast, as it so often was his duty to respond to one. He expressed his gratitude for the loyalty of the Guild to the Society, and for the valuable work done by members of the Guild. Mr. Keall paid tribute to the late Mr. Arthur Jenkin, the late Mr. Edmund White, and to Dr. C. H. Hampshire. He wished to thank those present who had served on the Codex Committees, Messrs. H. Davis, F. G. Hobart, J. Wicliffe Peck and H. Skinner. The chairman replied and thanked Mr. and Mrs. Keall for their presence at the first dinner held by the Guild. He spoke of the increasing work of the Guild, and added that membership was open to pharmacists who were engaged as lecturers and teachers in the University and technical colleges. Mr. R. W. Lindsey proposed "The Visitors." Mr. W. J. Beardsley replied in a humorous vein. Dancing followed until midnight, and the winners of the first spot dance were Mr. Keall and Mrs. Boyes. Mr. F. B. Royal acted as toastmaster and M.C.

### Manchester

The Northern Photographic Exhibition, which opened at the Manchester City Art Gallery on December 8, is well worth a visit. (It will be open for several weeks.) The exhibits represent work by camera in this country, in the United States, India, Canada, Australia, South Africa and twelve European States. This Exhibition is only held in Manchester once in every four years.

The first ladies' evening of the season of the Manchester and District Pharmaceutical Masonic Association was held on November 28 at the Grand Hotel, Manchester. Between seventy and eighty guests were received by the chairman (Bro. A. Wild) and Mrs. Wild. After the dinner the following toasts were given:—"The Chairman," by Bro. F. D. Gee; "The Ladies," by Bro. E. Walters; "The Visitors," by Bro. G. V. Tyler. The replies were given by Bro. A. Wild, Mrs. Wild and Mrs. Bridgford. Music during dinner and for the dancing later was rendered by Laddie Clarke's Orchestra. A whist drive, conducted by Bro. R. Milner, followed; the prize winners were:—*Ladies*, (1) Mrs. Baker; (2) Mrs. Smiley; (highest single score) Mrs. Edwards; (hidden number) Mrs. Wadsworth; (travelling prize) Mrs. Kirk. *Gentlemen*, (1) Bro. E. Walters; (2) Bro. F. D. Gee. Dancing, with Bro. A. Wild as M.C., was continued until 1 o'clock.

### North Wales

On December 5 a district meeting of the National Pharmaceutical Union was held in the Town Hall, Llandudno. There was a good attendance of members in North Wales. Mr. D. A. Bryan (a member of the Executive of the N.P.U.) presided, and Mr. G. A. Mallinson (secretary) addressed the meeting on the

"Draft Poisons List and Rules." Mr. Mallinson explained the duties imposed on the Poisons Board. He pointed out that although at first sight the list and rules seemed complicated, in reality they were not; it was very largely the frequent use of the word "part" and the fact that there was a Poisons Schedule in addition to a Poisons List. He said that chemists should remember that the List itself was a separate entity from the Rules and simply indicated what was to be regarded as a poison in accordance with the requirements of the Act. The Rules, he pointed out, then indicated the conditions under which the poisons were to be sold by the two classes of sellers; hence the Schedule of Poisons which was included in the Rules, which schedule indicated the poisons which were to be sold under "poisons book conditions." It was not the equivalent of the present Schedule of Poisons. Regarding the List itself, there was a strong movement to exclude phenols and homologues from the list entirely, on account of the undesirability of the sale of inefficient disinfectants, but neither that method nor inclusion in Part II would give the desired result. The only method of securing efficient disinfectants was to limit the sale of phenols entirely to chemists. Few chemists would approve of a limit at 45 per cent., but all would agree that this was better than no limit at all. The labelling provisions were only modifications of the Labelling of Poisons Order, and the conditions of sale were similar to those at present in force. Rules governing storage would call for no material change, and the transport regulations would hardly concern retailers. Schedule II (methods of labelling) established the principle of variations in labelling different classes, and this might pave the way for the compulsory cautionary labelling of potent drugs, which was very desirable. Critics of the Rules should remember that, commercially, chemists were only one section of those who handled poisons, therefore restricting rules had to be considered from the point of view of manufacturers and others who used poisons in their trade or business. There was nothing in the new Rules to worry anyone who had been accustomed to faithful observance of present Rules. There were many questions to which Mr. Mallinson replied.

### Miscellaneous

**LEGISLATION OPPOSED.**—At a special meeting at Blackburn of the British Medical Freedom League a resolution was passed demanding that there be no interference with the liberty of the subject to choose his or her own form of medical treatment. The new Medicines and Surgical Appliance (Advertisement) Bill which is to come before Parliament, it is understood, next session, was condemned. Alderman G. Titt, ex-Lord Mayor of Manchester, said the measure would deny the right of every form of medical practice except that of the ordinary orthodox school.

**IMPORTED SALT INQUIRY.**—An inquiry was held recently at the offices of the Board of Trade to hear an application for imposing an indication of origin on imported salt. The applicants were the Salt Manufacturers' Association, who were opposed by various interests representing chiefly the grocery trade. The witnesses for the application included Mr. C. M. Trendall, London manager of Cerebos, Ltd.; and among those opposing was Mr. Douglas Berk, a director of F. W. Berk & Co., Ltd. The Standing Committee reserved its finding.

**MERCHANDISE MARKS ACT.**—At Swansea, on December 4, Emmanuel Thomas was summoned for applying a false trade description to a vinegar jar, which, according to the evidence, had his name painted over that of the original suppliers of the vinegar. After hearing the evidence, the chairman of the Bench said the magistrates were satisfied that this jar was not an article which was covered by the meaning of the relevant section of the Act, and if it were so, the defendant had brought himself within the section which would enable him to prove that he had no intent to defraud. The summons would therefore be dismissed.

**IN THE COURTS.**—At Ruabon, on December 5, Harry R. Parry was committed for trial on a charge



of breaking into the premises of L. Rowland & Co., Ltd., High Street, with intent to commit a felony. The evidence showed that the manager of the shop fixed three cameras, focused on a point near the till, and arranged them so that they would function on the opening of doors. The accused admitted that one of the photographs was one of himself.—At Birkenhead Police Court, on December 7, Sam Taylor (37), a police sergeant, was sentenced to two months' hard labour for stealing dry batteries and other articles, the property of Boots, Ltd., chemists, Grange Road.

## Scottish Notes

### Brevities

Mr. William Marshall Elliot, chemist and druggist, 60 High Street, Coldstream, has been appointed a Justice of the Peace for Berwickshire.

Ex-councillor W. J. Sanderson, chemist and druggist, who recently resigned his seat on Peebles Town Council, is leaving the town and is removing to Hoylake.

Mr. G. H. C. Rowland, chemist and druggist, has been elected president of the Scottish Commercial Travellers' Association (Edinburgh, Leith and district branch).

Mr. Thomas H. Davidson has joined the representative staff of the Anglo-American Pharmaceutical Co., Ltd., and will assist Mr. A. Duncan Mason in Edinburgh and the East of Scotland.

At the request of the Department of Health for Scotland, insurance committees have notified panel chemists that, commencing with the forms dispensed in December, they will require to forward their monthly bundles of prescription forms so that they may reach the committees not later than the fourth day after the close of each month. Formerly the date was the 7th of each month.

"Scotia" writes:—" 'Home Packer' (C. & D., November 17, p. 621) may be interested to know that there are various wholesale houses which pack lines for individual chemists and do not supply unqualified persons. In point of fact certain firms reserve the pack to their particular customers (even among chemists) within a radius of two miles. The lines are of guaranteed quality and the get-up leaves nothing to be desired. The chemist is saved much time, overstocking of bottles, labels, etc. Moreover, these packs are always up to date."

## Irish Notes

### Pharmaceutical Society of Northern Ireland

The results of the December examinations of the Pharmaceutical Society of Northern Ireland are as follows:—

Examinations under Schedule 2, Part IV (Parts I and II) of the Pharmacy and Poisons Act (Northern Ireland), 1925, were held in the Municipal College of Technology, Belfast, on December 3-6 inclusive. The following candidates, having passed in all the necessary subjects, are recommended for the Preliminary Scientific certificate and the certificate of Pharmaceutical Chemist respectively:—

*Under Schedule 2, Part IV (Part I)—Preliminary Scientific:*—R. B. Boyle, G. W. Brownlow, C. Cochrane, S. Hutchinson, R. Linehan, J. A. Marshall, T. S. Moore, J. J. McClean, E. A. Poots, F. H. Richardson, A. I. Smith, H. I. Whiteman.

The following candidates were referred in the subjects specified, and may complete at one subsequent examination:—

*Under Schedule 2, Part IV (Part I)—Preliminary Scientific:*—In botany and chemistry, W. H. A. Clarke, H. H. Cowzer, J. J. Daly, J. C. Johnson, J. J. Kelly, J. M. Myers, W. J. S. Nixon, M. Rea, N. Sanderson, J. V. Smith, E. J. Stafford, M. J. Tierney, J. H. White; in botany, C. Boyd, J. Francey, S. Orr, R. E. Perioli; in chemistry and business methods, W. T. Cleghorne, H. M. Millar; in chemistry and physics, H. J. Marshall,

J. S. Smyth; in physics, T. Finegan; in physics and business methods, E. W. Mason; in botany and physics, W. McConnell, W. S. McKee, E. W. Press; in chemistry, C. Holmes.

*Under Schedule 2, Part IV (Part II)—Final Qualifying Examination:*—A. Beattie, J. Davie, H. Donaghey, G. Hamilton, J. Kerrigan, W. A. Loughran, J. H. Magee, W. J. Maxwell, W. J. Moore, H. O'Doherty, J. N. Patterson, W. Press, R. P. Small, D. F. Stoops, M. W. Trimble, W. E. Webb.

The following candidates are referred in the subjects specified and may complete at one subsequent examination:—In pharmacognosy and chemistry, H. G. Campbell, H. L. Mackenzie, W. H. Poulter, O. A. Wasson; in pharmacognosy, S. A. Kerr, R. Maxwell.

### Ulster Retail Drug Trade Association

The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held in the Grand Central Hotel, Belfast, on December 4. Mr. James Dundee (vice-president) occupied the chair, and there were also present Messrs. J. McGregor, E. A. Richey, C. Abernethy, J. Adams, A. E. A. Davis, Wm. Esler, S. H. Forrest, T. A. Gibson, W. J. Hardy, R. Linehan, T. Mitchell, John McDowell, R. A. McEwen, P. R. W. Shinner, A. Steede, J. Taggart, H. Todd, James McDowell. The secretary was also in attendance. Apologies for non-attendance were received from the president (Mr. William Martin), Messrs. W. J. Rankin and W. C. Tate. Before proceeding with the election of office-bearers for the ensuing year, the secretary read a letter from the outgoing president expressing his regret at being prevented by illness from attending, especially as he would have very much liked to have had the pleasure of proposing as his successor Mr. James Dundee, who was certainly very worthy of the honour. He wished him a very successful year of office. In the absence of Mr. Martin, Mr. Horatio Todd proposed Mr. James Dundee as *President* for the coming year, and paid tribute to the valuable work he had done for the benefit of the trade and the whole-hearted assistance he had so willingly given in dealing with the various important matters concerning legislation and trade administration which had arisen in past years. Mr. C. Abernethy seconded the proposition, which was supported by Mr. Hardy. The motion was unanimously passed, and Mr. Dundee took the chair. The newly elected president, in a few brief remarks, thanked the members of the Committee, and through them the members of the Association, for electing him, and assured all that he would do his utmost to further the best interests of the Association.

The other office-bearers were elected as follows:—*Vice-President*, Mr. John McGregor (proposed by Mr. Dundee, seconded by Mr. Adams); *Secretaries*, Messrs. E. A. Richey and John McDowell (proposed by Mr. Adams, seconded by Mr. Steede); *Treasurer*, Mr. W. J. Rankin (proposed by Mr. Dundee, seconded by Mr. Hardy). The honorary auditors, Mr. James Macauley and Mr. T. Mitchell, were unanimously re-elected, as were also Mr. J. Adams and Mr. A. Steede, the representatives to the Belfast Chamber of Trade, and Mr. W. C. Tate as representative to the Ulster Tourist Development Association. A vote of thanks to the outgoing president was passed with acclamation. The rotation of retirement of the various members of Committee was decided by ballot.

Mr. James McDowell suggested that a small subcommittee be formed for the special purpose of observing and studying the working of the Pharmacy and Poisons Act now in force in England. He considered it very necessary that a comprehensive knowledge of the functioning of this measure should be acquired so that, in the event of any legislation of a similar nature being proposed for Northern Ireland, the Executive Committee would be in a position to speak authoritatively on the subject. Mr. McDowell made other suggestions calculated to increase the efficiency of the Association's work for the benefit of the trade. The suggestions met with general approval, and it was decided to discuss the various points at the next Committee meeting.



### Successful Dublin Function

As the first social pharmaceutical function of the season in Dublin, the second annual reunion dance, run by Irish Pharmaceuticals, Ltd., at the finely appointed new Regal Ballroom, Dublin, on December 5 was an outstanding success, and the committee responsible can congratulate themselves on the excellence of their arrangements. In addition to a well-varied dance programme, which included Irish, old-time and modern dances, there was a delightful cabaret show and good catering. Pharmacists from many parts of the Free State came to the capital for the event. The Lord Mayor (Alderman Alfred Byrne) headed a long list of distinguished visitors, which included Mr. J. F. Costello (vice-president of the Pharmaceutical Society of Ireland). Other pharmacists who brought parties included Mr. K. Whelehan (Mullingar), Mr. and Mrs. George Hewson (Ballina), Mr. McGee (Letterkenny), Miss D'Arcy (Tipperary), Mr. McCarthy (Tullamore), Mr. M. Mahony (Kilkenny), Mr. and Mrs. Drumm (Bray), Mr. Dillon (Limerick), Miss Casey (Mullingar), Mr. and Mrs. Burke (Cavan), Mr. and Mrs. McDonnell (Skerries), Mr. and Mrs. Hayden, Mr. and Mrs. Duane, and Mr. James O'Rourke (Dun Laoghaire). Dublin was well repre-



AT THE DANCE OF IRISH PHARMACEUTICALS, LTD.

MR. J. F. COSTELLO (vice-president of the Pharmaceutical Society of Ireland) is seated in centre of front row. Standing on left of front row is Mr. C. J. CREMEN (chairman of the company) and on the right Mr. S. McCauley (managing director).

sented in the gay assembly, which numbered well over 600 people. Mr. C. Cremen (chairman of Irish Pharmaceuticals, Ltd.) came with Mrs. Cremen and party. Mr. J. Gleeson and Mr. P. Cahill were other members of the Pharmaceutical Council in the gathering. Mr. Denis J. Nugent, a past-president of the Pharmaceutical Society, was another notable guest. Other patrons from the city included Mr. Harold C. Crean (James Crean & Son, Ltd.), Mr. W. Rowland Such (Evans Sons Lescher & Webb, Ltd.), Mr. H. C. Cropp and Mr. G. Furno (Irish Glass Bottle Co., Ltd.), Mr. Myles (National Drug Industries, Ltd.), Mr. and Mrs. Forde (Department of Industry and Commerce), Mr. and Mrs. O'Leary (Juventa Preparations), Mr. and Mrs. Burke, Mr. H. Corrigan, Mr. F. X. Meagher, Mr. Tony Roche, Mr. T. B. O'Sullivan, Mr. Brendan Smith, Mr. W. Buckley, Mr. F. Barragry and Miss Barragry, Mr. O'Shea and Mrs. O'Shea, Mr. P. J. McEvoy (Irish Industry) and Mrs. McEvoy, Mr. and Mrs. M. Cullen, Mr. O. O'Malley, Mr. G. O'Neill (Blackrock), Mr. and Mrs. W. R. Rapson, Mr. and Mrs. H. G. Smith, Mr. and Mrs. Williams, and Mr. J. S. O'Connor. Irish Pharmaceuticals, Ltd., had a strong representation, including Mr. S. McCauley (managing director), who was also president of the Dance Committee. One of the features of the reunion was the number of valuable spot prizes presented throughout the evening.

### Brevities

The Ministry of Agriculture for Northern Ireland has appointed Mr. Ronald Gilbert Baskett, M.Sc., A.I.C., head of the Ministry's Chemical Research Division, to be chief agricultural analyst for Northern Ireland.

The tender of Fielding's Pharmacy, Cork, for the supplies of medicines was accepted by the managing

committee of the Cork South Infirmary, and that of T. L. Egan & Co., Ltd., Cork, for the supply of surgical appliances.

At Bangor (co. Down), John and Mary A. McAteer, husband and wife, of Newry, were sentenced to one month's hard labour and two months' hard labour, respectively, for the theft of a jar of fluid beef from the pharmacy of Mr. James Loudon, Ph.C., Bridge Street, Donaghadee.

Mr. James Dundee, Ph.C., the newly elected president of the Ulster Retail Drug Trade Association, has long been one of the outstanding



MR. JAMES DUNDEE, PH.C.

figures in pharmacy in Northern Ireland. Mr. Dundee served his apprenticeship to Mr. Jacob Walsh, North Street (who is still to the fore in his ninety-fourth year), and was afterwards with Mr. J. C. C. Payne, J.P., Shaftesbury Square, in whose service he was during the year that Mr. Payne was president of the British Pharmaceutical Conference, on the occasion of its visit to Belfast in 1898. From Mr. Payne's Mr. Dundee went to Messrs. Grat-tan's, in Corn Market, and then he went for a period to Fielding's

Pharmacy in Cork. Returning North he started business in 1918, opening a high-class pharmacy at 95 University Road, Belfast; twelve years ago he opened a branch at 28 Castle Street. Mr. Dundee was one of the founders of the North Irish Pharmaceutical Association, now merged in the Ulster Retail Drug Trade Association. He filled the presidential chair in that body, and was its secretary during the period preceding the introduction of the National Health Insurance, which entailed an enormous amount of work. Mr. Dundee was formerly secretary of the Ulster Retail Drug Trade Association and a member of the Committee. He was appointed vice-president last year, and his elevation to the chair this year was the unanimous selection of the Executive Committee. Mr. Dundee was one of the foundation members of the Pharmaceutical Council of Northern Ireland and its first treasurer. He is a past-president of the Belfast Bowling Club and one of the oldest members of the Ormeau Golf Club.

Mr. John McGregor, Ph.C., 30 Botanic Avenue, Belfast, who has been appointed vice-president of the Ulster Retail Drug Trade Association, served his apprenticeship to the late Mr. S. Orr, Armagh. He completed his assistantship with the late Mr. R. A. Austin, Bray, and qualified in 1919. After a period with Lister's of Cork he held managerial positions with T. W. Reynolds, Ltd., Dungan-nannon, and J. S. Balmer, Ltd., Bangor. He commenced business for himself in 1926 at Botanic Avenue, Belfast, where he successfully carries on a high-class pharmacy, specialising in supplying the requirements of the medical profession in the "Harley Street" end of the city.



MR. J. MCGREGOR, PH.C.

Mr. McGregor has been an active member of the U.R.D.T.A. committee for the past seven years.



Mr. D. S. Bennet, Ph.C., F.C.S., delivered an interesting lecture, illustrated by lantern slides and films, before the Cahirciveen Literary Society on December 3, taking for his subject "Manxland—Its Beauties and Antiquities."

In lieu of the present duties on sugar, molasses, glucose and saccharin imported into or manufactured in the Irish Free State, new duties are imposed by the Emergency Imposition of Duties (No. 51) Order, 1934 (S.R. & O., 1934, 267: 3d.), obtainable at 5 Nassau Street, Dublin.

In the Dublin Circuit Court, Mrs. Catherine Walsh, Mountjoy Square, was awarded £300 under the Workmen's Compensation Act against Hugh Moore & Alexander, Ltd., wholesale druggists, for the loss of her husband who was fatally injured while acting as lift attendant on the defendants' premises. The defendants admitted liability.

### Belfast

Two members of the Council of the Pharmaceutical Society of Northern Ireland, Mr. Fred Storey (president) and Dr. S. E. A. Acheson, served on the grand jury at the opening of the Belfast City Commission.

The death is announced from Belfast of Mr. Jackson McCann, who had been for over twenty-six years with Wilson, Jordan & Alexander, Ltd., wholesale druggists, and previously with William Dobbin & Co., Ltd., chemists.

Mr. Horatio Todd, Ph.C., 72 Holywood Road, Belfast, has accepted an invitation from the Unemployment

Assistance Board for Northern Ireland to act as one of its representatives on the Appeals Tribunal for Belfast district. The appointment is for twelve months.

Mr. Fred Storey, president of the Pharmaceutical Society of Northern Ireland and of the Chemists' and Druggists' Society of Ireland, together with the president of the Royal College of Physicians, Ireland, and the president of the British Dental Association (Northern Ireland Branch) were guests at the annual dinner of the Ulster Medical Society, held in Belfast on December 7. Dr. Maitland Beath, in proposing the toast of "The Guests," said Mr. Storey represented a very important body, a body closely associated with their own profession. He referred to the great change that had taken place in the appearance of chemists' shops, and mentioned Mr. Storey's work as a layman on the Committee of Cancer Research. Mr. Storey, he said, had been a tremendously hard worker and they all appreciated his worth. Mr. Storey, replying, thanked the president, fellows, and members of the Ulster Medical Society for the honour they had done his Society, and him personally, in inviting him. He considered they had one of the best Pharmacy Acts in the British Empire, due to the way the Government handled the establishment of the Act, and also in a measure to the help from the medical profession. They had prominent medical representatives on their Council, who rendered them very valuable services. Referring to his work on the Cancer Research Committee, he was glad to be of service, and hoped the work now being carried on under Professor Young would give happy results. Mr. Storey was congratulated on his witty speech.

## Topical Reflections

By Xrayser

### Views

on what a typical chemist's shop should be have been given by a typical woman customer (*C. & D.*, December 8, p. 693), and her remarks should be received by pharmacists with a good deal of interest. The attractiveness of the present-day chemist's shop makes an appeal to the woman; drugs, no matter how tastefully packed, fail in this particular. The reason for the appeal of the toilet side is revealed when we read that quite half the purchases made at her chemist's is for "cosmetics, toilet preparations and similar articles." Next comes baby, who requires foods and other requisites; and last of all come medicines, which, she frankly confesses, are usually nationally branded products. One may wonder where the chemist, as a chemist, comes in at all; but we learn, with some relief, that he is regarded as a friend in whom confidence can be placed. It is stressed that a good stock of toilet lines should be kept, as the woman customer usually likes a varied selection to choose from. Most chemists to-day realise the necessity for this. Like the man, the woman wants a department all to herself: this must be separate, large and well stocked. I do not think all chemists will agree with her when she asks for a small trial size, selling at 3d. or 6d.; this is getting perilously near the practice of selling these sizes in the bazaars. There is the added danger that once the habit is acquired of buying the small size, the bigger size will never or rarely be bought.

### Business,

as the end of the year approaches, generally falls off so far as crude drugs are concerned; the petition forwarded to the Import Duties Advisory Committee through your good offices (p. 707) appears to me to have been sent at the right moment. Drug importers and merchants have quite enough trouble on their hands in these days without having any thrust upon them which might, with a little forethought, be prevented or mitigated. Practically to stop the sale of forty such important crude drugs as are enumerated in the list attached

to the petition is to deal a blow which to a great extent paralyses business. I sincerely hope the petition will do some good in getting the Advisory Committee to realise that time should not be wasted in deciding one way or the other.

### What is Happening

to the draft Poisons List and Rules? Does anybody know? I do not, but I felt sure the past-president of the Pharmaceutical Society was right when he protested against the hush-hush policy. All is well if members don't speak; all is well if the secret gag is applied to their elected Council. The Objective of Pharmacy, a straight deal from the community, must be whispered behind closed doors. Are we so afraid of our case? What is that great slogan? "Repetition is reputation." Our case has to be repeated and repeated again if ever pharmacy is to attain the repute it deserves and desires. Until our so-called leaders get that into their heads we shall stick in the stagnant pool of inaction. We want proper control of pharmaceutical service, and we shall not be happy until we get it.

### The Prosecution

by the Norfolk County Council of a chemist for being in possession of weights which were alleged to be "light" by a few grains illustrates the unfortunate position of the chemist and other traders who are harassed by regulations which increase in number yearly. It is true that the magistrates dismissed the first two summonses and dealt with the third one by dismissing it on payment of costs; but we have the spectacle of a semi-professional man being summoned on a charge which can only be described as grotesque. Surely inspectors of weights and measures exist primarily for the protection of the public so far as their food and drink are concerned. It is to be regretted that so many officials do not exercise discrimination and do not possess a sense of humour.



# Christmas Holidays

We understand that the following wholesale houses will close at the times mentioned:—

*From Monday evening, December 24, to Thursday morning, December 27*

Allen & Hanburys, Ltd., Bethnal Green, E.2. (Urgent orders can be executed at 7 Vere Street, W.1. Mayfair 2216.)  
 Arnfield, J. C. & Sons, Ltd., Princes Street, Stockport.  
 Ayrton, Saunders & Co., Ltd., Liverpool. (Stocktaking December 28-29-31, urgent orders only.)  
 Britton, Malcolm & Waymark, Ltd., Southwark Bridge Road, S.E.1.  
 Brooks & Warburton, Ltd., Vauxhall Bridge Road, S.W.1.  
 Burge, Warren & Ridgley, Ltd., Great Saffron Hill, E.C.1 (reopen December 28).  
 Burgoyne, Burbidges & Co., Ltd., East Ham, E.6 (Close 4 p.m., December 24).  
 Burroughs Wellcome & Co., Snow Hill Buildings, E.C.1.  
 Castle Huskisson, Ltd., Islington, N.1.  
 Ciba, Ltd., Southwark Street, S.E.1.  
 Coates & Cooper, Ltd., Clerkenwell Road, E.C.1.  
 Continental Laboratories, Ltd., Marsham Street, S.W.1.  
 Crookes Laboratories, The (British Colloids, Ltd.), Gorst Road, Park Royal, N.W.10. (Urgent orders from Mr. R. Woolby Brooke, 38 Gloucester Road, S.W.7.)  
 Evans Sons Lescher & Webb, Ltd., Bartholomew Close, E.C.1.  
 Ford, T. H., Ltd., Falcon Square, E.C.1. (Closing mid-day, December 24.)  
 Fromm, Herbert, Aldwych House, W.C.2. (Closed also Thursday, December 27.)  
 Glaxo Laboratories, Osnaburgh Street, N.W.1.  
 Goodall, Backhouse & Co., Ltd., Leeds.  
 Hewlett, C. J., & Son, Ltd., Charlotte Street, E.C.2 (also December 27-29 for stocktaking, urgent orders only executed).  
 Hirst, Brooke & Hirst, Ltd., Leeds.  
 Hoffmann-La Roche Chemical Works, The, Ltd., Bowes Road, N.13. (Urgent orders day and night from John Bell & Croyden, 50 Wigmore Street, W.1, and Mr. R. W. Brooke, 38 Gloucester Road, S.W.7.)  
 Lofthouse & Saltmer, Ltd., Hull.  
 Maw, S., Son & Sons, Ltd., Aldersgate Street, E.C.1. (Warehouse closing 1 p.m., December 24; closed for stocktaking, December 29 and 31.)  
 Mawdsley, D., & Co., Manchester (also January 1).  
 May, Roberts & Co., Ltd., Clerkenwell Road, E.C.1.  
 Morny, Ltd., New Burlington Street, W.1.  
 Napp, H. R., Ltd., Clement's Inn, W.C.2. (Urgent orders from John Bell & Croyden, 50-52 Wigmore Street, W.1.)  
 National Drug Industries, Ltd., Emmott Street, Mile End, London, E.1.  
 Parke, Davis & Co., Beak Street, W.1.  
 Potter & Clarke, Ltd., Artillery Lane, E.1.  
 Reuter, R. J. Co., Ltd., Carter Lane, E.C.4. (Closing 4 p.m. December 24, reopen Friday, December 28.)  
 Sangers, Ltd., Euston Road, N.W.1. (Closing 4 p.m. December 24.)  
 Savory & Moore, Ltd., and Pharmaceutical Products, Ltd., Lawrence Road, N.15. (Urgent orders from John Bell & Croyden, 50 Wigmore Street, W.1.)  
 Sharp & Dohme, Ltd., City Road, E.C.1. (Urgent orders from John Bell & Croyden, 50 Wigmore Street, W.1, and Mr. R. Woolby Brooke, 38 Gloucester Road, S.W.7.)  
 Smith & Sons (Norwich), Ltd., Norwich (also December 27. Stocktaking December 28, urgent orders only).

Southall Bros. & Barclay, Ltd., Birmingham.  
 Sparks, White & Co., Ltd., East Tenter Street, E.1.  
 Stevenson, H. E., & Co., Ltd., Pancras Lane, E.C.4. (Closing mid-day, December 24.)  
 Viscose Development Co., Ltd., Woldham Road, Bromley, Kent.  
 Wilcox, Jozeau & Co. (Foreign Chemists), Ltd., Great St. Andrew Street, W.C.2. (Closing 4 p.m., December 24.)  
 Willows, Francis, Butler & Thompson, Ltd., Shackwell Lane, E.8.  
 Woolley, James, Sons & Co., Ltd., Manchester.  
 Wright, Layman & Umney (1932), Ltd. (Closed for stocktaking, December 28-29.)

The offices of THE CHEMIST AND DRUGGIST will be closed on December 25-26.

*Saturday, December 22, to Thursday morning, December 27*

Allen, Stafford & Sons, Ltd., Cowper Street, E.C.2. (Closing 4 p.m., December 22.)  
 Bayer Products, Ltd., Africa House, Kingsway, W.C.2. (Urgent orders from John Bell & Croyden, 50-52 Wigmore Street, W.1, and Mr. R. Woolby Brooke, 38 Gloucester Road, S.W.7.)  
 Bell, John, Hills & Lucas, Ltd., Tower Bridge Road, S.E.1. (Small staff will attend Monday, December 24, 9-10 a.m., for urgent post or passenger train orders.)  
 Berton, Arthur, Ltd., Old Street, E.C.1. (Closed from Friday evening, December 21.)  
 Blackie, Robert, Tower Bridge Road, S.E.1. (Urgent orders, Saturday, December 22, until 5.30 p.m.)  
 Bourjois, Ltd., Queens Way, Croydon. (Skeleton office staff until mid-day, Monday, December 24.)  
 British Drug Houses, The, Ltd., Graham Street, N.1. (Urgent orders, Monday, December 24. Stocktaking, December 28 and 29.)  
 Cussons, Sons & Co., Ltd., Kersal Vale, Manchester.  
 Davenport, J. T., Ltd., Union Street, S.E.1. (Closed from Friday, December 21.)  
 Dearborn (1923), Ltd., Gray's Inn Road, W.C.1. (Closed from Friday evening, December 21.)  
 Eno, J. C., Ltd., Piccadilly, W.1. (Closed from Friday evening, December 21.)  
 Horner, L. A., & Sons, South Tenter Street, E.1.  
 Howards & Sons, Ltd., Ilford. Warehouses closed also on December 29 and 31 for stocktaking.)  
 Hopkin & Williams, Ltd., Hatton Garden, E.C.1.  
 Johnson & Sons, Manufacturing Chemists, Ltd., London, N.W.4.  
 Kerfoot, Thomas & Co., Ltd., Bardsley.  
 Macfarlan, J. F., & Co., Bethnal Green Road, E.1. (Closed January 1.)  
 Mallagh & Co., London, S.E.1.  
 Menley & James, Ltd., Hatton Garden, E.C.1.  
 Morson, Thomas, & Son, Ltd., Gray's Inn Road, W.C.1. (December 27-29, stocktaking, urgent orders only.)  
 Oppenheimer, Son & Co., Ltd., Clapham Road, S.W.9.  
 Paines & Byrne, Ltd., Perivale. (Urgent orders Monday, December 24.)  
 Ransom, William, & Son, Ltd., Hitchin. (Closing Friday evening, December 21.)  
 Schering, Ltd., High Holborn, W.C.1. (Urgent orders, Monday, December 24.)  
 Smith, T. & H., Ltd., Christopher Street, E.C.2 (also January 1; Edinburgh premises, December 25, January 1 and 2.)  
 Solport Brothers, Ltd., Goswell Road, E.C.1.  
 Thompson & Capper Wholesale, Ltd., College Lane, Liverpool.  
 Tompkins, James, Ltd., City Road, E.C.1.  
 Toogood, William, Ltd., Southwark Street, S.E.1.  
 Tyrer, Thomas, & Co., Ltd., Stratford, E.15.  
 Winchester Manufacturing Co., Ltd., The Square, Isleworth.



## Legal Reports

**False Declarations.**—At Lewes Petty Sessions, on December 6, the hearing of the case against the Society of Herbalists, Ltd., Bruton Street, London, W.1, and Mrs. Leyel, chairman of the company (*C. & D.*, November 17, p. 598), was concluded. Evidence for the defence was given by Mrs. Leyel, and Mr. W. T. Monckton, K.C., the defending counsel, said the prosecution had insisted that the case was one of intent to defraud, whereas it was one of mistake and muddle. The magistrates fined Mrs. Leyel £5 in respect of each of the five summonses, and the society £10 in each of five of the seven summonses. The other two summonses were dismissed. The magistrates ordered the amount owing to the Customs (£46 15s.) to be paid.

**Dispute over Vacuum Flasks.**—In Shoreditch County Court, London, on December 11, Isola, Ltd., Wilson Street, E.C.2, sued Mr. R. E. Parker, chemist and druggist, Hertford Street, Coventry, to recover the sum of 18s. 10d. The representative of the plaintiffs said an order was given for vacuum flasks, amounting to £16 13s. 10d., and there was no dispute as to delivery, but they got a cheque for £15 15s., leaving the balance claimed. The defendant said that before the order was executed the business was turned into Parkers Chemists, Ltd., and he informed plaintiffs that it would be necessary to have the order confirmed by the limited company. The goods, however, were charged to him. Several of the refills of the flasks were broken, amounting to 9s., and he also found that Boots, Ltd., were selling the same thing, with bakelite cap, at 1s., and he had been charged 1s. 1d., although he bought half a gross. It was agreed that he should be made allowances. Shortly after he received two flasks valued at 5s. 6d., which they were charging him for. The registrar held that any arrangement was purely voluntary and had nothing to do with the contract. He gave judgment for the plaintiffs for the amount claimed, with costs.

**A Repudiated Order.**—In Southwark County Court, London, on December 11, J. L. Robinson (Chemist), Ltd., Newington Causeway, S.E., sued Cyril Leech, grocer and confectioner, Station Road, Kiviton Park, Sheffield, to recover the sum of £7 10s. damages for breach of contract in failing to accept and pay for goods the defendant had contracted to purchase. Mr. Dreschfield appeared for the plaintiff, and Mr. James A. Petrie, barrister, for the defendant. Mr. Petrie raised a preliminary objection to the case having been brought to London for trial, which had placed an enormous expense on the defendant to defend the action. An affidavit had been sworn upon which the registrar had granted permission that the case be tried in London, and in which it was said that the defendant was not a miner; but as a matter of fact he was, and worked in the pits. Judge Bensley Wells said the parties were now here, and he would therefore reserve consideration of that point. Mr. Dreschfield stated that the defendant was called upon, and eventually gave an order for goods to the value of £12 10s., and on the same date rescinded the order, and they were claiming £7 10s. for loss of profit. Judge Bensley Wells: Do all chemists make that profit?—Mr. Dreschfield: So I am informed; I am told they make as much as 80 per cent. Counsel went on to say that their representative called on the defendant with reference to the Truth League, and asked him to take up an agency; after consultation with his wife he agreed to do so, his wife making out the two necessary forms, and the defendant signing them. That same day the order was repudiated, as the defendant wrote: "We find ourselves in a difficult position, as we have decided to dispose of the business and this was not settled until to-night." Mr. Walter Hoare, plaintiffs' sales organiser, said he called upon the defendant and offered him an agency for their pharmaceutical products. The Judge: Do all grocers in this area sell chemists' articles?—Yes. Witness went on to say that the defendant signed the forms, which he handed up to the judge. When they became agents

for the Truth League they should take up £25 worth of goods; but the defendant said he could only afford to take goods worth £12 10s., and witness agreed to his having the full literature of 1,000 booklets. He did not know whether the booklets had been printed with the defendant's name on. In cross-examination he said that so far as he knew nothing was delivered. Mr. Petrie said he did not think it was necessary for him to plead that a misrepresentation had been made. His case was that it had been suggested that another grocer and confectioner had taken up £25 worth, and that if the defendant did not do so the other grocer would be able to undersell him. The Judge: Are you going to say that they were induced to enter into this contract by misrepresentation?—Mr. Petrie: They were frightened into giving this order by thinking that this other grocer and confectioner might give an order and thus handicap them. I say the wife signed these order forms. Mr. Claff, a director of the plaintiff company, said that from 60 to 70 per cent. was the usual profit on trade prices for chemists' goods sold by a firm such as their own; but pressed by the judge he said that the net profit would possibly be 10 per cent. The Judge: Then why claim gross profit? You didn't lose gross profit; it looks like 10 per cent. on £12 10s.—£1 5s. Witness: There are the traveller's expenses. The Judge: If a man could get gross profit on repudiated orders he would like everybody to repudiate them. For the defence Mr. Leech, giving evidence, said the business was his wife's; he transferred it to her three years ago. He referred the salesman to his wife. There were a lot of customers in the shop at the time, and his wife signed the form in his name, but he did not authorise her to do so. His wife also wrote the letter repudiating the contract. Mrs. Leech gave evidence that she used one of the old bill-heads of her husband's to give to the traveller for the printed matter, but she was so busy at the time she did not notice her husband's name was on it. In giving his decision the judge said he considered the plaintiffs could only recover the net profit *plus* something for the traveller's expenses, and he thought it would be ample recompense if he awarded them £2 10s., and such costs as followed that amount. Mr. Dreschfield asked for a counsel's fee, but the judge said there were a number of points in the case he did not like, and under the circumstances he thought he was doing very well by the plaintiffs in allowing them what he had. There was no reason why this case should not have been tried at Sheffield instead of piling up costs against a poor defendant.

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## Gazette

### Partnership Dissolved

BAKER, J. G., and WHITE, C. H., 235c Staveley Road, Wolverhampton, chemists, under the style of E. H. Bowdler.

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## Westminster Wisdom

### Notes on Parliamentary Matters

#### THEFTS OF DRUGS FROM CARS

Mr. Thorne asked the Home Secretary on December 11 whether he is aware of the growing increase of thefts from unattended cars of doctors' bags containing drugs; and if he intends taking any action in the matter.

Sir J. Gilmour: I am aware that there have been a few such thefts, but I have no grounds for thinking that they are other than ordinary cases of petty larceny, and I do not think that there is any action I can usefully take in the matter. The remedy is for medical practitioners and others who have drugs in their possession to take reasonable steps to avoid the risk of their being stolen, and I hope the publicity now given to the matter will lead to greater care being taken.



## New Companies and Company News

### P.C. means Private Company and R.O. Registered Office

**HERBAL REMEDIES, LTD.** (P.C.).—Capital £6,000. Objects: To carry on the business of chemists, druggists, etc. R.O.: 17 Ironmonger Lane, E.C.2.

**MICHAEL HART & Co., LTD.** (P.C.).—Capital £6,000. Objects: To carry on business as medical tablets manufacturers, etc. R.O.: 21 Cavendish Square, W.1.

**F. H. MILLER, LTD.** (P.C.).—Registered in Edinburgh. Capital £1,000. Objects: To carry on at 215 Cambridge Street, Glasgow, the business of chemists and druggists, etc.

**MEDICINAL CHEMICALS, LTD.** (P.C.).—Capital £2,000. Objects: To carry on the business of research and manufacturing chemists, importers and dealers in pharmaceutical, industrial and other preparations, etc. R.O.: Allen House, 70 Vauxhall Bridge Road, S.W.1.

**TOWN END CHEMICAL WORKS, LTD.** (P.C.).—Capital £25,000. Objects: To acquire the business of manufacturers and distributors of chemicals and dyes carried on by the Trustee of the late Arthur Smith at Town End, Bramley, Yorks, as "The Town End Chemical Works."

**B. & G. MANUFACTURING CO., LTD.** (P.C.).—Capital £15,000. Objects: To carry on the business of manufacturers and dealers in all kinds of chemicals, oils, industrial and other preparations, manufacturing and general chemists, etc. Solicitors: Denton, Hall & Burgin, 3 Gray's Inn Place, W.C.1.

**ELI LILLY & Co., LTD.**—Share capital has been increased from £10,000 to £50,000.

**SANGERS, LTD.**—Interim dividend of 8½ per cent. on the ordinary shares. Warrants will be despatched on January 31, 1935. The interim dividend for the previous twelve months was 8½ per cent.

**SANGERS, LTD. and THOMAS McMULLAN & Co., LTD.**—We are advised that Sangers, Ltd., have acquired a controlling interest in Thomas McMullan & Co., Ltd., Belfast, by purchasing the whole of the ordinary share capital. It is understood that no change is contemplated in the management or policy of the Belfast business. Details of the scheme will be forwarded to shareholders in Messrs. Sangers in due course.

**MILTON PROPRIETARY, LTD.**—Accounts for the nine months ended September 30 show a profit of £36,341, which is a rateable increase of 23 per cent. over the profits of the last accounting period and constitutes a record in the history of the company. A final dividend of 6½ per cent. is recommended on the ordinary shares, making 11½ per cent. actual for the period, and the balance carried forward is to be increased from £66,823 to £88,371.

**H. BRONNLEY & Co., LTD.**—With regard to the report published in last week's *C. & D.* (p. 691), Messrs. Bronnley inform us that many of their friends and customers have put a wrong construction on this report, and they desire to state that they will continue, as hitherto, to manufacture the finest class toilet and medicinal soaps, and are devoting their particular attention to producing soaps of the highest standard.

**IDRIS, LTD.**—The directors' annual report and balance sheet for the financial year ended October 31, 1934, shows a profit, after charging all depreciations but not including debenture interest, of £18,814 6s. 9d., as compared with £22,190 5s. for the previous twelve months. After providing for debenture interest, £2,088 6s. 8d., and bringing in £10,703 4s. 4d. balance carried forward, the amount available for distribution is £27,429 4s. 5d. The directors recommend the following dividends: A preference shares 6 per cent., B preference shares 7 per cent., A ordinary shares 10 per cent., B ordinary shares

10 per cent. and founders' shares 5 per cent., which take £15,000, leaving a balance carried forward of £12,429 4s. 5d. The retiring directors, Mr. W. H. W. Idris and Mr. W. B. Opie, offer themselves for re-election. Meeting at Midland Grand Hotel, N.W., on Wednesday, December 19, at noon.

**COW & GATE, LTD.**—Accounts for the year ended September 30 show profits at £60,846 (against £53,315 for 1932-33), before transferring £3,000 (against £6,000) to reserves for depreciation of buildings and investments. After crediting £3,000 from tax reserve not now required and meeting the preference dividend, the directors have placed £12,293 (against £11,502) to general reserve and propose to pay on December 21 a dividend of 2.75d. a share (against 2.25d. a share) on the 1s. ordinary shares. The balance forward will then be increased from £24,469 to £30,391. Excluding interests in subsidiary and associated companies, which total £256,811, floating assets amount to £230,000. Creditors and dividend requirements amount to £119,000. The general reserve, including share premiums, stands at £135,000. Since the date of the accounts the unissued preference share capital has been issued at a premium which has further increased the general reserve.

**ILFORD, LTD.**—Net profits for the year ended October 31 amounted to £96,250, including the transfer of £4,000 from income-tax account, compared with £94,611 for the previous twelve months. Directors propose dividend on the ordinary shares of 6 per cent., £34,452 (same as last financial year); preference dividends absorb £43,900, and the directors have written £20,000 off investments in subsidiaries, leaving the balance forward slightly lower at £20,045 (against £22,147). A year ago £20,000 was transferred to reserve fund. Investments in subsidiaries now stand at £426,411; in addition, £100,101 is shown to be owing from those companies, against which £125,466 is owing to them. Other investments, debtors, stock, and cash total £739,156, against creditors and dividend requirements of £273,814. An interest has been taken in the Dufay-color film process of colour photography. The research department has been co-operating in the development of this process, and Ilford, Ltd., has acquired an interest in Spicer-Dufay (British), Ltd., the company which manufactures and sells under licence in the British Empire material necessary for the process.

### Voluntary Liquidations

**E. Johnsons (Chemists), Ltd.**, 268 Barkerend Road, Bradford. The statutory meeting of the creditors was held recently at Bradford, when the statement of affairs showed liabilities of £521 5s. 11d. The assets were estimated to realise £98 19s. 3d., but they were subject to preferential claims of £31 14s. 8d., leaving net assets of £67 4s. 7d., or a deficiency, so far as the creditors were concerned, of £454 1s. 4d. The issued capital was £100 and the deficiency, as regarded the shareholders, was £554 1s. 4d. Resolutions were passed in favour of the voluntary liquidation of the company, with Mr. C. H. Baker, accountant, of Leeds, as liquidator, with a committee.

**Marylebone Laboratories, Ltd.**, 294/300 Regent Street, London, W.1. The statutory meeting of the creditors was held recently, when Mr. M. M. Turner, the principal shareholder, presided. A statement of affairs was submitted, which showed ranking liabilities of £2,214, of which £1,320 was due to the trade. The assets comprised cash £100; book debts £99, estimated to realise £50; and cash at bank £21, making a total of £171, from which had to be deducted £19 for preferential claims, leaving net assets of £152, or a deficiency, so far as the creditors were concerned, of £2,062. The issued capital was £500, all of which was subscribed for in cash, and the deficiency, as regarded the shareholders, was £2,562. The shareholders had previously nominated Mr. Donald Currie as liquidator, and it was decided to confirm that appointment. A committee was also appointed.



## General Medical Council

(Concluded from the C. & D., December 8, p. 692.)

On November 28 seven cases were taken, one of which had not been concluded when the Council adjourned. Only one name was noted for erasure from the Register, that of Mr. John Joseph McCabe, M.B., B.Ch., who had been convicted of drunkenness and disorderly conduct. In two other cases, those of Mr. Steven Tait Pottinger, M.B., Ch.B., and Mr. Donald McGregor Stewart, a holder of the triple qualification, it was announced that the names of the respondents were retained on the Register. The other three cases were adjourned, two to May 1935 and the third to November 1935.

On November 29 the hearing of a charge of adultery against Mr. William Lock, L.R.C.P.Edin., etc., 9 Argyle Close, Ealing, W.13, resulted in an acquittal.

The next case, that of Mr. Alexander Duguid, M.B., Ch.B., Oak Ray, Selby Road, Whitkirk, who had been summoned in consequence of a case of indecency, ended in the retention of the respondent's name on the Register.

It was directed that the name of Mr. Ian Duguid, M.B., Ch.B., Avenue House, Rochester, summoned on a charge of adultery, be erased from the Register.

On November 30 the session concluded with the hearing of two cases. The respondents were Mr. Charles J. P. Paglar, L.M.S. Singapore, 325 North Bridge Road, Singapore (charged with improper certification), and Mr. Leo Frederick Clarke, L.R.C.P.Irel., etc. (charged with attempting to obtain irregular remuneration for the supply of spectacles). The charge against Mr. Paglar was not proved, and no further action was taken in the case of Mr. Clarke.

The names of Messrs. George Harry Bishop, Horatio Walter, James Steen, and Henry Blanchard Walters were restored to the Register.

### PHARMACOPOEIA COMMITTEE

The Pharmacopœia Commission reported, through the Pharmacopœia Committee, that work on the preparation of the proposed Addendum has been actively continued. The Commission have reviewed a number of suggestions for alterations in details of the tests and standards of the British Pharmacopœia, 1932, and have provisionally approved certain alterations to be made by means of the Addendum. The revision of the monographs on crude drugs, chemicals and pharmaceutical preparations, so far as changes to be made in the Addendum are concerned, is now almost complete. The publication of the eleventh United States Pharmacopœia, which is expected during 1935, will give the opportunity of comparing the tests and standards of that Pharmacopœia with those of the British Pharmacopœia, 1932, and of including in the Addendum any changes which may be considered advisable, in order to bring the Pharmacopœial standards in this country and in the United States, as far as practicable, into agreement.

The Commission have reviewed the newer remedies, and have selected from them those which are deemed suitable for inclusion in the Addendum. The monographs on chemicals and pharmaceutical preparations have been drafted and are now under discussion by the subcommittees.

The Commission are now proceeding with the preparation of monographs on the newer biological products and preparations of vitamins which have been approved for inclusion. The decisions as to international standards and units, which were made at the International Conferences held under the auspices of the Permanent Commission on Biological Standardisation of the Health Organisation of the League of Nations during the summer, have been reported to the Commission, and it is possible now to draft monographs in agreement with international standards.

The work done in the laboratory has included a number of investigations on alterations in standards and tests for the purposes of the Addendum, and on assays and tests in connection with the drafting of monographs. . .

The Committee have carefully considered the results of the deliberations of the subcommittee on the subject of

the inclusion of names of protected substances. The general effect of these conclusions is that (1) the principle of excluding the names of protected substances from the British Pharmacopœia should be maintained, and that any exceptions to the principle should be restricted to (a) substances for the manufacture of which multiple licences have been granted; and (b) substances the patents for which expire shortly after the publication of an issue of the British Pharmacopœia or of an Addendum thereto; and (2) it would be inexpedient for the Council themselves to undertake the publication of any selected list of substances protected by patent or trade mark.

## Photographic Dealers' Attitude Towards Manufacturers

At a well-attended meeting of the South-East London Branch of the Photographic Dealers' Association, held at Greenwich, on December 3, under the chairmanship of Mr. Cecil H. Foster, M.P.S. (East Dulwich), an interesting explanation of the present position of the photographic trade was given by Mr. Donald Foster (Hove), president of the P.D.A. Speaking on "How the P.D.A. will face up to the present Trade crisis," Mr. Foster dealt with the steps leading up to the resignation of the Federated Photographic Manufacturers from the Joint Council. Mr. Foster then pointed out that the position of the trade after January 1, 1935, plainly would be that the P.D.A. will have no control over the opening of new accounts. The unfounded and absurd suggestions which, on occasion, have been made by representatives that "the P.D.A. were responsible" will no longer be possible, for the manufacturer reserves the right to open whatever agencies he wills. This, said Mr. Foster, clearly indicates the policy which the P.D.A. must pursue through its branches, namely, to support those manufacturers whose policy most closely approximates the present system. Suggestions of boycott had been made, but, in his opinion, no second thought could be given to such an idea. Dealers should certainly stock the goods of a manufacturer whose policy was "out of court." Analysis showed that 40 per cent. of photographic sales specified no maker, and that business should be diverted definitely to the "supporter" manufacturer.

### DISCUSSION

In opening the discussion the secretary stated that correspondence had passed between the South-Eastern Association and several members of the F.P.M., but the replies were regarded as unsatisfactory.

Captain J. J. G. Hay (Rotherhithe) asked whether any indication of the individual policies of the manufacturers had been received and was instructed to watch events and act accordingly.

Mr. Large (New Cross) wished to know whether any action taken by the executive of the P.D.A. might be calculated to have alienated the manufacturers, or whether the general shrinkage in photographic business led them to hope that unrestricted distribution would lead to bigger business. In reply, Mr. Foster assured the meeting that the National Council were satisfied that they were not at all responsible for the "break away." As to bigger business with more accounts, this was doubtful, since 1934 figures showed a maximum of distributing points, but photographic business was reported by the manufacturers to have fallen on 1933 returns.

Messrs. Milner, Barnes, Greene and Woodhall also raised questions, to which Mr. Foster replied.

The following dealers were elected to serve on the local "Watch Committee": Mr. C. H. Foster (chairman), James Paterson (representing the National Council), J. Milner (Greenwich), J. Woodhall (Woolwich), with R. J. Dickson as secretary.



# How I Made My Money

## I—Help from Doctors and Dentists

By a Retired Chemist

**T**HE average chemist is a grumbler. He always was. Talk to practically any chemist in business, and he will start grouching about company shops, grocers and other forms of what he calls unfair competition.

Instead of incessantly grumbling about what cannot be avoided, why not *do* something about it? "Ah," says the average chemist, "but what can we do?" Not in any spirit of boastfulness or conceit do I say that I built up a splendid business in spite of the strongest competition. As it is only just over a year since I retired, it will be readily understood that I have a knowledge of modern conditions. It is with the purpose of helping those who will heed that I write this series of articles. I feel certain that if only some of the advice is followed, they will be amply rewarded.

Are you who read this getting support from doctors and dentists? If not, why not? Have you approached them personally?

### Getting in Touch with the Doctor—

When entering a patient's room, the doctor invariably sees the bottle of medicine that he prescribed and you dispensed. When he sees the label inscribed "John Brown, Chemist," does that convey to his mind a name only, or does he visualise John Brown in the flesh as quite a decent chap? Do you realise that scores of doctors have never even seen the man who dispenses many of their prescriptions?

First of all, then, get in touch with the doctors who are popular in your district. A difficult proposition, you may imagine, but nothing is difficult if approached in the right manner.

This is the method I adopted, and it was successful in each case. I selected the six most popular doctors in my locality, rang up each in turn and asked if I might call after consulting hours, on a matter of business. No difficulty was experienced in arranging this, and I was greeted in a most friendly spirit. I told the doctor I was sure he would be interested in a preparation of my own (an emulsion of chemical food, cod-liver oil, etc.)

which he might find of service to his young patients. A cigarette and an informal chat made him realise that the chemist is not such a bad fellow after all. On leaving, I promised to send a few bottles for clinical trial.

This process was repeated with the other five doctors, and, needless to say, the sale of my preparation went up by leaps and bounds. Once the ice was broken, the doctors frequently come into my pharmacy and were always willing to "take up" and prescribe others of my own specialities. It was the personal touch and not a mere name on a label.

### —and the Dentist

Another, but sadly neglected, source of income is the dentist. Here again, the personal touch may be exploited. All day long the dentist is giving advice on teeth—how to clean them, what to use.

Have a good proprietary dentifrice of your own. Several firms specialise in "own name" pastes. Having selected the dentifrice, coin a name, or better still have only a number—the dentist will appreciate this. Now see the dentist, and give him the formula of the dentifrice; keep him well supplied with miniature samples to give his patients—they will eventually come to you for supplies. In my own case I also had a branded toothbrush, bearing a number only; this went well with the dentifrice.

Nine times out of ten the dentist suggests a mouth wash for use after extractions. Tell him you have one already made. Again let him know the formula, and keep him supplied with some for surgery use. It is surprising how often a patient asks a dentist the name of the mouth wash he has given him in the tumbler. Make it easy for him to send those patients to you.

The dentist uses hypodermic needles, cotton-wool, gauze, chloroform, carbolic acid, amyl nitrite capsules and numerous drugs and other items that you stock. Do you supply his needs? If not, it is clearly another case of the personal touch needed. Make friends with the popular dentists in your locality—it will pay you.

## Watch the Overheads

**F**OR some years past the question of overhead charges has been a difficult one. There is a tendency, however, towards the problem becoming more acute. During recent times there has been a decided drop in retail prices. This applies not only to drugs but also to some proprietaries. The inevitable result is a reduced turnover, with lower gross profits. Such a state of affairs threatens to become alarming, in view of the fact that overheads are substantially the same. The obvious step, therefore, is to examine the overhead charges and see if they can be either reduced or used to better advantage.

The question of advertising arises. It is quite possible for the chemist to reduce this until he finds himself almost forgotten, save for his regular customers. Advertising should be definitely productive of business, otherwise it is waste money. A good test is to advertise a single line in a local paper. If, after a few insertions, there are no results, the announcement would seem to be unproductive. It is assumed that the line is a reasonable one. Again, the possibility of the price being excessive compared with a similar line offered by a competitor should not be overlooked. The same argument applies to advertising by bill distribution, cinema slides and amusement programmes.

Then there is the question of paying accounts. Why not settle in cash whenever possible? It is surprising

how much can be saved in a year by watching the commission on cheques. Obviously, it can apply only to journey accounts. In this connection it is imperative to take advantage of all discounts. The busy chemist is liable to overlook the settling days laid down by various firms and he cannot complain if they do not allow latitude.

It is possible also to have quite a considerable sum held up in charged containers. Very few chemists have shop rounds for every drug which must be stocked. Those numerous odd items which accumulate often remain on the dispensing shelves for years. It is always possible to find some inexpensive bottles for keeping such things as odd infusions, oils and other commodities not in everyday use. The same applies to charged cases, hampers and sacks. An accumulation of these can represent a considerable sum which is locked up and which might be used to better advantage. Small leakages, such as extravagant use of paper and string; breakages, resulting from careless handling of stock or measures, increase the overheads. Lighting and heating during the short, cold days should be watched to ensure that adequate illumination and comfort are obtained without wastage.

In a word, the chemist should review all his expenditure. Any items which are not absolutely necessary or which do not tend to increase his business should be reduced or removed. The one exception, of course, is in the case of subscriptions and benevolent gifts. This, after all, is a personal matter and must be settled according to the chemist's own light.—A. S. (21/10).



## Trade Notes

"ADVERTISING OF TO-DAY AND TO-MORROW" is the title of an exhibition which is being held at the Dorland Hall, Lower Regent Street, London, W., from December 12 to 22.

THOMAS GUEST & CO., LTD., Carruthers Street, Manchester, 4, are sending out to their customers a serviceable invoice file printed in five colours. The file measures 15 in. by 9 in. and has a strong metal loop for hanging it up.

DUDLEY & CO., LTD., 451 Holloway Road, London, N.7, have issued a new list (No. C.D. 1530) of their latest sale posters, tickets, and so forth. A copy of this publication will be sent post free on request.

TEBEPROTIN.—Charles F. Thackray, Great George Street, Leeds, has been appointed distributor of Tebeprotin, which is described as a new protein derivative of the tubercle bacillus issued in the form of a true solution and intended for use in the treatment and diagnosis of tuberculosis. Literature relating to this preparation is available on request.

NEW ROCHE PRODUCTS.—The Hoffman-La Roche Chemical Works, Ltd., 51 Bowes Road, London, N.13, have recently made two additions to the Roche series of preparations: Larostidin brand histidine (a 4 per cent. isotonic, sterile solution of histidine for the treatment of gastric, duodenal and jejunal ulcer); and Redoxon vitamin C (pure L-ascorbic acid).

SELO FILM DISTRIBUTION.—Ilford, Ltd., Ilford, London, have sent to approved photographic dealers a letter announcing their policy for the sale of Selo roll films after January 1, 1935. This is substantially as stated in the *C. & D.*, November 17, p. 603, and it is emphasised that the company have no revolutionary intentions with regard to retail distribution.

PART I POISONS.—Schering, Ltd., 188 High Holborn, London, W.C.1, remind our subscribers that as a result of the recent addition of phenylcinchonic acid to the Poisons Schedule (*C. & D.*, November 24, p. 623), Atophan, Arcanol, Atophan balsam, Atophanyl and Novatophan are now within Part I. Messrs. Schering will supply on request appropriate slip labels for existing stock.

A KEPLER SHOWCARD.—"To-morrow's citizens need Kepler to-day!" is the arresting slogan appearing on the latest showcard issued by Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, to promote sales of Kepler cod-liver oil with malt extract. The showcard is printed in four colours and measures 15 in. by 10 in. It depicts an infant with happy smile, seated on the floor of his nursery.

CHEMISTS who are still in search of a novelty for Christmas, whether for sale or as a gift to customers, should consider the Marris slide blade knife, supplied by Reilly & Marris, Ltd., Shell-Mex House, Strand, London, W.C.2. This is of unusual design. It has only one blade, which, instead of opening in the usual manner, slides upward out of the handle to either of four locking positions. Worn blades may be replaced.

POST OFFICE LONDON DIRECTORY.—London was of a comparatively manageable size in 1799 when the first of Kelly's London Directories appeared. London has grown and the Directory with it. It is after all within living memory when Willesden was a suburb fairly clearly separated from London proper. Northerners going to Euston thought of it as the station where tickets were collected before the train reached London. But Willesden, with its districts of Neasden, Harlesden, and Brondesbury, is now very much in London—very much in business London. For the first time the 1935 Post Office London Directory (Kelly's Directories, Ltd., 186 Strand, W.C.2: cloth 55s., leather 70s.) has brought this north-western corner inside its boundaries. This, with last year's additions of Acton and the postal district of Chiswick, gives a Directory covering London, east to west from West Ham to Acton, north to south from

Willesden to Eltham, taking the narrower boundary of the Administrative County of London well in its stride. The sectional street plan has been correspondingly extended. It has been so contrived that a necessarily stout volume, extraordinarily compact as it is for its size, is not perceptibly stouter. All the essential facts about London are contained in a volume three and a half inches thick, with 3,639 pages.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," November 28, 1934.)

"ROTOTHERM"; for clinical thermometers (11). By Corfield, Ltd., Station Road, Merton Abbey, S.W.19. 555,053. (Associated.)

"KOH-I-NOOR"; for tooth, nail and hair brushes (50). By C. Gruneberg, Radlinskeho 39, Bratislava-Pressburg, Czechoslovakia. 554,312.

### APPLICATION AMENDMENT

According to "The Trade Marks Journal" of November 28, 1934, the specification for "VELVIX" in Class 11, No. 552,000, by Hinders, Ltd., has been amended to "Pads (not medicated) for protecting corns and bunions."

(From "The Trade Marks Journal," December 5, 1934.)

"PER TOTUM COGNITI" on device of globe and scroll with letters "W.L.U." ("W.L.U." disclaimed); for disinfectants and insecticides (2). By Wright, Layman & Umney (1932), Ltd., 44-50 Southwark Street, London, S.E.1. 552,360. (Associated.)

"SANMEX"; for chemicals (2). By Esther B. Groden, 89-93 Stromness Street, Glasgow, C.5. 555,302.

"VAC-PAC"; for medicinal chemicals (3) and for food substances (42). By V.P. Produce, Ltd., Universal House, Southwark Bridge, S.E.1. 555,064/065. (Associated.)

"PASIVEN"; for medicinal chemicals (3). By J. A. S. Taylor, 13 Thornwood Gardens, Glasgow, W.1. 555,402.

"LILIA" on conventional lily design; for sanitary towels (11). By Sashena, Ltd., Paragon Works, Neptune Street, Kingston-upon-Hull. 555,027. (Associated.)

"LYON LIPSTICK TISSUES" on design including tulip ("Lyon" disclaimed); for packets of tissue paper for cosmetic purposes (39). By J. B. Lyon, 500 Fifth Avenue, New York, U.S.A. 549,667.

"ROXANA"; for powder puffs (48). By C. L. Roe & Co., 31 Goldsmith Street, Nottingham. 549,746.

"JESDENE"; for perfumery, etc. (48). By W. T. Ward, 51 Sherwin Road, Lepton, Nottingham. 552,003.

"LADY JUNE CHARLTON BEAUTY PREPARATIONS" on oblong shape with facsimile signature; for perfumery, etc. (48). By June Charlton, 3 Lancaster Gate Terrace, London, W.2. 553,544.

## Business Changes

ASCOTTS PHARMACIES (1933), LTD., have taken over the business at 31 High Street, Sutton, Surrey, from Mr. W. T. Stephenson, chemist and druggist.

MR. FRANK W. YEOMANS, chemist and druggist, has taken over the business of Mr. J. W. Cox, chemist and druggist, 732 Stratford Road, Birmingham.

MR. HAROLD BARKER, chemist and druggist, has taken over the business of Mr. P. Hitchon, chemist and druggist, 271 Manchester Road, Hollinwood, Oldham.

MR. F. D. FINN, chemist and druggist, has disposed of his branch at 38 Battersea Park Road, London, S.W.11, to Mr. J. L. Robertshaw, chemist and druggist, as from December 17.

MR. DOUGLAS HAMILTON, M.P.S., F.B.O.A., F.I.O., has purchased the business of the late Mr. John H. Low, chemist and druggist, of which he has been manager for the past three years. [Corrected note.]



## Births

Notices for insertion in this column must be properly authenticated.

SPINK.—At Inchgarvie Nursing Home, Hull, on December 4, the wife of A. L. Spink, chemist and druggist, of a son.

## Marriages

BIBBY—SHEPHERD.—At Elim Church, Burnley, recently, Sam Bibby, chemist and druggist, to Doris Shepherd.

HYSLOP—CHESTER.—At St. Agnes's Church, Liverpool, on December 5, Robert Henry Hyslop, M.P.S., only son of Mr. H. G. Hyslop, Ainsdale, to Dorothy Edith (Betty), elder daughter of Mr. F. Chester, Sefton Park.

MAXWELL—INNES.—At St. Paul's Church, Leith, Edinburgh, on December 5, Edmund Calvin Millar Maxwell, chemist and druggist, to Margaret W. Innes.

## Deaths

ARBER.—At Redcar, on December 2, Mr. Alfred Preston Arber, chemist and druggist, aged fifty-nine.

BURBIDGE.—At 11 Hotham Road, Putney, London, S.W.15, on December 9, Mr. Charles Burbidge, for many years the trusted servant of the house of J. C. Gambles & Co., Ltd., 211-215 Blackfriars Road, London, S.E.1. By his charming personality and kindly nature Mr. Burbidge was able to make and retain a large number of friends among the London and suburban chemists and others.

CANNON.—At Letchworth, on December 2, Mr. Frederick William Cannon, chemist and druggist, aged sixty-three.

COWAN.—In Tooting, London, S.W., on November 30, following a motoring accident, Mr. Jack Cowan, chemist and druggist, 59 Well Hall Road, Eltham, S.E.9, aged twenty-nine.

DUNNE.—At Avonbeg, Bluebell, co. Dublin, on December 6, Mrs. Mary Dunne, mother of Mr. F. J. Fitzpatrick, P.C., treasurer of the Pharmaceutical Society of Ireland. Mrs. Dunne was one of the first ladies to qualify as a registered druggist. She was associated with her former husband, the late Mr. Joseph Fitzpatrick, chemist and druggist, in his business at 39 Benburb Street, Dublin. Following his death, Mrs. Dunne obtained the R.D. qualification and carried on the business for many years as Fitzpatrick & Co. Up to her retirement some fourteen years ago Mrs. Dunne was an associate of the Pharmaceutical Society of Ireland. Though the funeral was announced as private a large number of friends were present at the interment. The Pharmaceutical Society of Ireland was represented by Mr. D. Warwick (president) and Mr. J. J. Kerr (registrar). Numerous messages of sympathy have been received by Mr. Fitzpatrick from pharmaceutical and other friends in Dublin and many parts of the country.

JOHNSTON.—At 32 Palm Road, Romford, Essex, on December 6, Mr. James Johnston, L.P.S.I., aged sixty-three. Mr. Johnston was a well-known county Kildare pharmacist, and up to the time of his retirement was in business at Monastrevan.

McKNIGHT.—On December 9, Mrs. McKnight, widow of the late Mr. John McKnight, chemist and druggist, Fleet Road, Fleet, Hants.

STANLEY.—At Newent, On December 1, Mr. John Stanley, chemist and druggist, aged fifty-eight.

THACKRAY.—At Leeds, on December 10, Mr. Charles Frederick Thackray, Ph.C., aged fifty-seven. Mr. Thackray's manufacturing and retail business in Great George Street and Park Street was acquired by him in 1902. A wholesale trade in pharmaceutical specialties was developed, and the manufacture of surgical instruments, appliances and dressings was introduced. In 1932 considerable extensions were carried out in consequence of the expansion of the manufacturing departments. The premises were more fully described in our Special Issue of June 30 last.

YOXALL.—On December 9, suddenly, Mr. Albert Newbould Yoxall, Ph.C., for many years on the staff of Grattan & Co., Ltd., 7 and 9 Corn Market, Belfast. Mr. Yoxall was a son of the late Mr. Henry Yoxall, who was managing director of Messrs. Grattan for a lengthy period. He became a licentiate of the Pharmaceutical Society of Ireland in 1902, and obtained the corresponding qualification in Northern Ireland in 1925.

## Personalities

MR. J. A. DALE, chemist and druggist, Stoke-on-Trent, has been appointed vice-chairman of the City Insurance Committee.

MR. JAMES A. JOHNSTONE, chemist and druggist, Wallingford, has been elected honorary treasurer of the Wallingford Free Library.

ROTARIAN L. C. OLLEY (managing director of C. Olley & Sons, Ltd., manufacturers of corks, London, E.1) recently gave an address on "The Cork Industry" before the Stepney Rotary Club.

BRO. LAWRENCE J. READ, who was for thirty-five years senior representative for Johnson & Johnson (Great Britain), Ltd., in London, has been elected an honorary member of the Grosvenor Lodge No. 1257.

MR. ALFRED HIGGS, J.P., chemist and druggist, Kingston-on-Thames, has been reappointed chairman of the Licensing Bench of Magistrates for the year 1935, and will also represent the justices on the Surrey County Committee who adjudicate on the matter of compensation for redundant licences under the 1904 Act.

CERTIFICATES OF NATURALISATION have been granted to Violet M. Baehler (Spiller), Doctor of Medicine, 3 Prince's Avenue, Greenford, Middlesex; L. Z. Goldwasser (L. C. Goldwater), medical practitioner, 31 Crimbles Street, Leeds; Z. Rizk (Z. Risk), physician and surgeon, 885 Washwood Heath Road, Birmingham.

MR. H. D. ROBSON has been appointed to the staff of The British Drug Houses, Ltd., London, N.1, and he will represent the company in the North of England and Scotland, in succession to Mr. J. A. Shearer, who, to the regret of the board of directors as well as of his many friends in the drug trade, is retiring at the end of this year, after a period of over thirty years spent in the service of the B.D.H. and its predecessors.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

### Tuesday, December 18

Pharmaceutical Society of Great Britain, Oxford and District Branch, Radcliffe Infirmary, at 8 p.m. Meeting.

### Friday, December 21

Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 p.m. Second evening meeting. Proceedings: (1) "Two New Crystalline Principles from Indian Artemisias." (From the laboratories of T. & H. Smith, Ltd.) (2) "Cathode Rays and X-Rays" (with experimental illustrations). By James Paton, M.A., B.Sc.



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## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

D/13. Chlorhydratin

B/12. Eclipse nebulizers

E/71. Eclipse night lights

B/10. Farmolene (treatment for rheumatism)

M/72. Farriugdou paste

B/10. Lygol tablets (for use with ultra-violet ray)

M/12. Segry capsules

A/12. Sia hair tonic



# THE CHEMIST AND DRUGGIST

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NO. 2862

## Poisoning Statistics for 1933

THE latest annual statistical review of the Registrar-General for England and Wales, covering the year 1933, has just been issued, so far as Part I of the Tables (Medical: Stationery Office, 6s.) is concerned. The following table shows the general statistics side by side with those for the year 1932:—

	1932	1933
Population (estimated) ...	40,201,000	40,350,000
Birth rate (crude) ...	15.3 per 1,000	14.4 per 1,000
Deaths ...	484,129	496,465
Death rate (crude) ...	12.0 per 1,000	12.3 per 1,000
Poison deaths (corrected figures) {		
Accident ...	82	100
Suicide ...	766	815
Total ...	848	915
Ratio of poison deaths to total deaths ...	1 in 571	1 in 543

The figures as given in the report have been modified, as is our custom, by the deletion of deaths occasioned by coal gas, insect stings, poisonous plants, the administration of anæsthetics and other causes not of practical concern to our readers. The number of accidental poisonings has not remained, it will be noticed, at the very low of the previous year; but the rise is not so serious as a first glance might lead the observer to suppose, the average for the past six years being 107.16. The rise in the number of suicides by poisons continues, the latest figure being the highest recorded for England and Wales; but it may be pointed out that this is part of the larger problem of the general increase in suicide. Thus, whereas suicide by all agencies in 1883 was, in round figures, only 74 per million of the population, and in 1903 was 105, in 1933 it was 140. The table for the past three years is as follows:—

Name of Poison	1931		1932		1933	
	Negligence and Accident	Suicide	Negligence and Accident	Suicide	Negligence and Accident	Suicide
A.B.C. liniment ...	2	—	1	2	3	3
Acetanilide ...	—	—	1	—	—	—
Acetic acid ...	—	1	—	1	1	5
Acetic and salicylic acids ...	—	—	—	1	—	—
Aconite (and aconitine) ...	—	—	—	2	—	2
Aconite and belladonna ...	—	—	—	2	—	—
Aconite and camphor ...	—	1	—	—	—	—
Adalin ...	—	2	—	—	—	—
Aero-cotanol ...	—	—	—	—	—	1
Allonal ...	—	1	1	1	—	—
Ammonia ...	3	28	7	31	9	27
Ammonia, camphor, &c. ...	—	—	2	—	—	1
Ammonia and potassium permanganate ...	—	—	—	—	—	1
Anilin ...	—	—	—	1	—	—
Antimony chloride ...	—	1	1	—	—	1
Arsenic ...	—	3	2	9	2	7
Aspirin ...	6	10	3	12	7	9
Aspirin and chloral ...	—	1	—	—	—	—
Aspirin and medinal ...	—	1	—	—	—	—
Belladonna (and atropine) ...	3	2	6	—	1	3
Bromidia ...	—	—	—	—	1	—
Camphor (and camphid. oil) ...	1	2	1	2	2	—
Cantharidin ...	—	1	—	—	—	—
Carbolic acid ...	3	63	2	72	7	38
Chloral ...	4	1	—	2	1	1
Chloral and a bromide ...	—	1	1	—	—	—
Chloral urethane ...	—	—	—	1	—	—

Name of Poison	1931		1932		1933	
	Negligence and Accident	Suicide	Negligence and Accident	Suicide	Negligence and Accident	Suicide
Chloretone ...	—	1	—	—	—	—
Chlorodyne ...	2	1	1	1	—	—
Chloroform ...	—	—	—	2	2	2
Chloroform and coal tar ...	—	—	—	1	—	—
Coal-tar derivatives ...	—	—	1	—	—	—
Coal-tar disinfectants ...	—	1	—	2	—	—
Cobalt, salt of ...	—	—	—	—	—	1
Cocaine ...	1	1	—	2	—	—
Codeonal ...	—	—	—	1	—	—
Cinchophen ...	2	—	1	—	5	—
Copper sulphate ...	1	1	—	—	—	3
Cresote and preparations ...	1	5	—	2	—	5
Cresolene ...	1	—	—	1	—	—
Cresylic acid ...	—	3	1	3	—	4
Dial ...	3	1	—	1	3	3
Didial ...	—	—	—	1	—	—
Digitalis and preparations ...	—	—	1	—	—	1
Ergoapio ...	—	—	—	—	1	—
Ergot ...	—	1	—	—	—	—
Eserine ...	—	—	—	1	—	—
Eucalyptus oil ...	—	1	—	—	—	—
Heroin and ecodyne ...	—	1	—	—	—	—
Hydrochloric acid ...	5	51	4	53	5	108
Hydrocyanic acid ...	29	1	22	—	—	—
Iodine and preparations ...	1	3	—	1	—	2
Ipecacuanha ...	—	—	1	—	—	—
Izal ...	—	5	1	3	—	8
Jeyes' fluid ...	1	3	—	5	—	2
Lead acetate ...	—	1	—	—	—	—
Lime water [?] ...	—	—	—	—	1	—
Luminal ...	—	—	—	—	4	5
Luminal and barbitone ...	—	—	1	—	—	—
Lysol ...	6	284	5	334	4	326
Medinal ...	2	2	4	6	7	8
Mercuric chloride ...	1	5	3	4	1	1
Mercury, ammoniated ...	—	—	—	—	—	2
Mercury biniodide ...	—	2	—	—	—	1
Mercury oxycyanide ...	—	1	—	—	—	—
Metaldehyde ...	—	—	—	—	—	1
Methyl alcohol ...	1	—	2	—	1	1
Methyl salicylate and preps. ...	1	—	3	1	2	2
Methyl salicylate and chloroform ...	—	1	—	—	—	—
Nembutal ...	—	—	—	—	1	—
Nicotine ...	—	2	—	12	1	10
Nitric acid ...	—	—	—	1	—	3
Nitric and hydrochloric acid ...	—	—	—	—	—	1
Opium, laudanum, and morph. ...	3	4	6	7	5	11
Oxalic acid ...	2	27	1	29	1	36
Paraldehyde ...	1	—	1	1	1	1
Phanodorm ...	—	—	—	—	1	1
Phosphorus ...	2	10	—	8	2	10
Pistoia powders ...	—	—	1	—	—	—
Potassium bicarbonate ...	—	1	—	—	—	—
Potassium bromide ...	—	—	1	1	—	—
Potassium chromates ...	1	1	—	—	—	2
Potassium cyanide ...	1	63	1	65	1	72
Potassium oxalates ...	—	1	—	—	—	1
Potassium permanganate ...	—	1	—	1	—	3
Pyramidon ...	—	—	—	1	—	—
Rytol ...	—	—	—	1	—	—
"Sanitas" ...	—	—	—	1	—	—
Semonal ...	—	—	—	—	—	1
Soda, caustic ...	3	1	3	1	4	—
Sodium carbolate ...	—	1	—	1	—	—
Sodium cyanide ...	—	2	—	—	—	—
Somnifaine ...	—	—	1	—	—	—
Soneryl ...	—	1	—	1	—	—
Strychnine (and nux vom.) ...	3	8	1	10	1	13
Strychnine and belladonna ...	—	1	—	—	—	—
Sulphonol ...	1	—	—	1	—	—
Sulphuric acid ...	2	7	—	6	1	12
Tetrachlorethane ...	—	—	—	1	—	—
Turpentine and mixtures ...	—	1	—	1	—	—
Veramon ...	—	—	—	1	—	1
Veronal ...	6	5	5	8	9	7
Veronal sodium ...	—	—	—	1	—	—
Zinc chloride ...	—	—	2	—	—	—
"Zinc salt" ...	—	1	—	—	—	—
Zinc sulphate ...	—	—	—	—	—	2
Kind not stated ...	7	16	1	30	2	21

It is of interest to record that the text of a new international agreement for tabulating death statistics, dated June 19, 1934, has been issued (price 6d.) by the Stationery Office. Unfortunately the amateurish fashion in which the poisoning statistics of the Registrar-General for England and Wales are compiled remains a blemish on his annual reports. The figures for the separate poisons show, in most cases, little change from those of the previous year.



# Dosage above the Pharmacopœial Maximum

Report of a lecture by Dr. A. F. Hurst, Head of the New Lodge Clinic, Windsor Forest, delivered at the London evening meeting of the Pharmaceutical Society on December 11

AT the second evening meeting of the Pharmaceutical Society, held in the lecture theatre at 17 Bloomsbury Square, London, W.C.1, on December 11, a lecture of exceptional interest to chemists was delivered by Dr. A. F. Hurst, head of the New Lodge Clinic, Windsor Forest. Dr. Hurst's lecture was on the subject of "Dosage above the Pharmacopœial Maximum," and it was obvious in the first few minutes that the audience, who had braved the rather inclement weather, were to be amply repaid for attending. Dr. Hurst was introduced by the president of the Society (Mr. John Keall), who was supported on the platform by the vice-president (Mr. E. Saville Peck) and the secretary (Mr. H. N. Linstead). Mr. Keall said the subject was one on which, from the pharmacist's point of view, all too little information was available. The pharmacist called upon to dispense prescriptions containing doses which exceeded those given as the maximum in the British Pharmacopœia was unfortunately unable to obtain any help from current literature, and often had to delay the dispensing when such a step was unnecessary. As senior physician to Guy's Hospital and head of an important clinic Dr. Hurst could speak with the highest authority.

## The Lecture

DR. HURST introduced his subject by reading an extract from the introduction to the 1932 B.P., in which the question of doses is summarised (B.P., 1932, p. 5). He said he must have been rung up more than most people by pharmacists asking whether he really meant the dose he prescribed. In every case he answered in the affirmative, and he therefore thought it a good subject to discuss. He would only refer to those drugs in which he happened to be interested and of which he habitually gave rather bigger doses than those supposed to be maximum normal doses.

## IRON

The work that has been done in the last few years, both in England and America, has revolutionised our ideas on the subject of iron in relation to anæmia, which is much more frequent than formerly supposed. A large proportion of middle-aged women who used to be assumed to be suffering through menopause are really suffering from chronic anæmia. Blood examinations are now much more frequently made. It has to be remembered that anæmia is a very different thing from pallor. Many anæmic patients have a good colour, and not every pale person has anæmia. The blood of the patient should be examined to find out whether iron should or should not be given. There is still some confusion between liver and iron methods, and various unusual forms of iron are even more popular than the old-fashioned simple inorganic ones—reduced iron or iron and ammonium citrate, which I use. When I first became clerk in the out-patients' department of a hospital I was told to double the iron given in the official dosage, and halve the arsenic. A few years later I increased the dose of iron from 10 to 15 grains, and after the war to 20 grains. We now know that a proper dose of iron and ammonium citrate is 30 grains. It will act very much more quickly than 20 grains, and will act in many cases where 10 grains will not act at all. The arsenic is useless. Elaborate preparations have no advantage at all, and many are without any action. The effect that this big dose of iron has in severe cases of anæmia is quite amazing. People often say they cannot take iron because it has a deleterious action on

their digestion. Probably they get that erroneous idea because they had it in the past mixed with other drugs. Iron actually has a favourable effect on the stomach and never gives rise to pain.

## HYDROCHLORIC ACID

The normal stomach secretes gastric juice of about 1.3 per cent. hydrochloric acid. Its important function is to act as an antiseptic. The bacteria almost always present in food are thereby destroyed in the stomach. But about 4 per cent. of normal people are born with stomachs incapable of secreting hydrochloric acid. Gastritis, a common condition which results from all kinds of irritants in food, excessive alcohol or tobacco, septic teeth, etc., may give rise to a reduction in the hydrochloric acid secreted, and in a fair proportion of cases the acid disappears, though this does not lead to as much indigestion as one might expect. It can be countered at once by giving hydrochloric acid. In the last few years we have found that proper treatment of gastritis will lead in 75 per cent. of cases to a re-appearance of hydrochloric acid secretion. The remaining 25 per cent. require hydrochloric acid to the amount necessary to produce an efficient substitute for the normal gastric juice. When a drachm of dilute hydrochloric acid is added to 5 oz. of water and orange juice, or, better, the pulp of an orange, with sugar, is mixed with it, that makes a nice drink, whereas the acid itself is quite undrinkable. Patients take it as an ordinary beverage at their meals, though one has to be careful that other members of the family do not take it also. Precautions have also to be taken because the acid, though good for the stomach, erodes the teeth. This can be remedied by drinking water immediately afterwards or by using a mouthwash of dilute sodium bicarbonate solution.

## HEXAMINE

The dose in the B.P. is 10 to 30 grains. That is both too little and too much, and affords a particular example of what I think calls for reform in the Pharmacopœia in another edition. It would be wise to give a short note as to the dosage for different conditions; for example, small for one set and much larger, with definite precautions, for another. Hexamine is a urinary antiseptic. The urine being generally acid it sets free formalin—a strong antiseptic—but in alkaline urine the drug is inert; therefore it has to be given with something to make the urine acid. But more than 10 grains of hexamine given three times a day will give the patient an occasional attack of cystitis; the dose is too large. For ordinary use in bladder cases the safe dose is 5 to 15 grains, gradually working up and rarely giving more than 15 grains. Now hexamine is excreted in the bile, as well as by the kidneys in the urine. It is a curious thing that although bile is alkaline hexamine will act as an antiseptic in it. We have had many cases in which a patient with inflammation of the gall bladder has been given hexamine in adequate amount, with the result that the bile becomes sterile, the bacteria and inflammation disappear. Given in the ordinary dosage of 5, 15 or even 30 grains the hexamine is present in sufficient concentration to act as an antiseptic. In some cases at least 50 grains is given three times a day and the dose we give is 100 grains. If the urine is sufficiently alkaline, however, hexamine can safely be given in these big doses. We give it after food to prevent possible irritation of the stomach, and the patient is instructed to test the urine. It is unusual to find the



dose of alkali not sufficient. The point about the B.P. is that for one set of patients 10 to 100 grains would obviously be very dangerous; if the note said that as a urinary antiseptic it should be 5 to 15 grains and as a biliary antiseptic 50 to 100 grains, the urine being kept alkaline, it would give the correct dosage.

#### ATROPINE

I have studied atropine for its effect on the stomach. There is a good deal of evidence to show that the action on the gastric juice is to some extent parallel with that on the saliva. There is no drug more useful in the treatment of gastric and duodenal ulcer, but you have to find each patient's maximum dose. We now give one two-hundredth of a grain in a drachm of water three times a day before food. The dose is doubled last thing at night because the acid goes on being secreted in the night with no food partly to neutralise it. The dose is gradually increased every day until the patient begins to complain of dryness in the mouth. When the dose is known this is the standard for future use.

#### HYOSCINE

This drug will reduce the tremor in paralysis agitans. The trouble in most cases is that you come to the maximum dose the patient can take before you can stop the tremor. But the patient, once he begins hyoscine, has to take it for the rest of his life, so it is important to get the right dose. We find the maximum dose of hyoscine that he can take and then add one-tenth of a grain of pilocarpine nitrate. You then find you can gradually increase the dose of that mixture; without diminishing the effect on the tremor it neutralises the effect on the eyes and mouth.

#### MORPHINE

One has to recognise that one of the functions of a doctor is to make people who are dying from an incurable disease such as cancer as comfortable as possible. When an operation is not possible a patient can sometimes be kept comfortable by aspirin; but when cancer involves the spine, liver or pelvis the pain may be excessively severe and continue over a long period. Now it is unnecessary for the patient to have any pain at all. The only proper thing is to give sufficient morphine to make him comfortable. Not many doctors are brave enough to do this, because the dose has to be increased. That is because the body gets the power of destroying a great deal of morphine. From that point of view it is harmless to give the big doses required. The part that remains active is not much greater with the bigger doses than with the smaller ones. The point is that the big doses should be given. There is no question of dealing with a drug addict in someone who is dying. I know many patients who are kept in a state of "twilight sleep," from which they are easily roused to take food, and who smile a little, say a word or two, and don't worry about anything at all. They may require enormous quantities of morphine. Sometimes it makes the patient live longer than he would otherwise, but it is worth while. Even as much as 50 grains a day may have to be given in the last week of life. That is one of the conditions in which there is no limit to the dose.

#### ADRENALINE

A great deal of work has been done on the subject of asthma in the last few years, but in spite of all the claims made asthma remains incurable, though the severity of the attacks may be reduced. It is the duty of those looking after asthma patients to teach them to use adrenaline. Then, however bad the asthma, they can carry on. Without it they must retire in certain cases from all active life. A doctor I know, badly afflicted with asthma, carries on a big hospital in that way. Just before an operation he gives himself an injection, and perhaps two or three hours afterwards he repeats it. Adrenaline is one of the very few drugs which it is proper to teach the patient to inject himself. It is useless to depend on relations, and any child over

the age of fifteen can learn to do it. At the beginning of an attack one finds that a much smaller dose is needed than later. Many a patient has felt ill after an injection of this drug, simply because he had to wait for a doctor and then needed a larger dose. Many cannot take even 3 minims of the solution without feeling uncomfortable, while in most cases 7 minims will sometimes produce conditions worse than the asthma itself. At the beginning of an attack 2 minims would be the maximum required. Many a sleepless sufferer can get complete relief in three minutes by this means, and in fact many asthmatics sleep extraordinarily well. Although it sounds rather horrible that an injection should be made every two hours or even every hour, the patient can thereby keep comfortable all day and all night. In the comparatively rare but distressing cases of status asthmaticus, where the patient was continuously asthmatic, adrenaline can be used successfully by inserting the syringe and injecting 1 minim a minute until, say, 10 minims had been given. That method gives no unpleasant results at all, and it stops the attack. An asthmatic patient who gets into a temper or becomes frightened during an attack gets relief from an "autogenous dose" of adrenaline.

#### Discussion

THE PRESIDENT, in expressing appreciation of the lecture, said that many of the ideas they had held quite tenaciously for some time past had that evening been blown sky-high by the evidence which Dr. Hurst had produced.

DR. CROSSLEY HOLLAND referred to Dr. Hurst's suggestion that notes should be added to the B.P. on the clinical uses of the drugs, so that the dose prescribed might appear to be safe or unsafe, and said that since the pharmacist was not supposed officially to have any acquaintance with clinical uses or methods it might perhaps be well if the medical house were put in order in that respect and the prescriber be obliged to initial any unusual doses. That would free the pharmacist of all liability in the matter. They all knew instances where really massive doses had been given without any untoward effect, and he himself had several times prescribed a four-fold dose of tincture of belladonna, large doses of which appeared to be quite safe. It came as a shock to hear that the association of arsenic with iron was not to therapeutic advantage. It seemed that here was work for the research pharmacist. He suggested that if a drug were produced in a form in which its rate of excretion were slowed down then a smaller dose could be given and the toxicity of the drug would be lessened, as it had been shown that the rate of excretion of a drug bore a close relation to its toxicity.

MR. A. P. BOWES asked whether the principle of control of the action of one drug by another might not be applied in the treatment of poisoning cases. He wondered if the lethal dose of strychnine might not safely be raised, in the case, for example, of a patient in a comatose condition, to one quarter of a grain or perhaps half a grain.

With regard to self-injection by asthma patients, MR. DEANE raised the question of asepsis and how an aseptic condition was to be preserved. Sir William Willcox, he pointed out, had once made caustic remarks even about nurses giving injections.

MR. BERRY asked whether there was any ratio that might be taken for a given drug, dependent upon the mode of giving the drug.

DR. HURST prefaced his replies with the remark that it was unusual in his experience to have such an excellent discussion after a lecture. He said he would try out the suggestion of a larger dose of strychnine in poisoning cases the next time he had an apparently dying patient. The British Pharmacopœia, he pointed out, was not only for the pharmacist but also provided a standard for the doctor and was the foundation for hospital pharmacopœias. With regard to big doses, he always wrote his name in full, and also informed the patient so that if any question were raised he would be prepared with an answer. In connection with the same



subject Dr. Hurst told how in Germany twenty-five years ago he had found that camphor was the popular stimulant. He himself had ceased using it because, after the war, when its use was revived, a house physician rang him up to say that a nurse had by mistake given an infant of six months ten times the adult dose of camphor. He had replied that he had no antidote and they had better wait and see what happened. Nothing had happened. (Laughter.) It was quite without action as a stimulant. Arsenic, said Dr. Hurst, might have had some influence in smaller doses of iron, but accurate observations had been made and it seemed to have not the slightest effect in hastening the action of the iron where big doses were concerned. The same was true of copper. He had a confession to make with regard to self-injections; although an iodine pencil was provided in the pocket outfit he had exhibited, it was really "eye-wash." He told patients to use it for cleaning the skin before an injection, but he used no iodine himself and felt it to be quite unnecessary to take such precautions. The great point of the outfit was the rapidity with which it could be used. He knew of no accurate way to estimate the ratio for different means of administering a drug. Drugs should be given by the mouth and only by injection when the oral method proved useless, as was the case with adrenaline.

### Vote of Thanks

A vote of thanks was moved by Mr. MELHUSH, who said he had rarely heard in that hall a lecture so much appreciated as that or so applicable to one of the difficulties which those practising retail pharmacy perhaps felt more than their colleagues in hospital pharmacy. He knew something of the "heroic" doses Dr. Hurst occasionally prescribed. He thought that something in the nature of an interjection stop might be added to relieve the pharmacist's "agony" of mind.

Dr. HAMPSHIRE, seconding, said that the position with regard to the doses in the B.P. was well understood. The doctor prescribed what his experience suggested to him as appropriate in the particular instance, and the Pharmacopoeia was simply a rough guide. If he exceeded the doses mentioned it became the duty of the pharmacist to make sure that the dose was intended. That position placed a heavy responsibility on the pharmacist which he thought pharmacy could claim had been willingly accepted and faithfully discharged. Dr. Hurst's information showed pharmacists what the doctor was driving at, when sometimes his doses appeared excessive. Tact was called for between doctor and pharmacist. He was glad to find one of the most eminent members of the medical profession doing good work with simple remedies.

## Symposium on Emulsions

A SYMPOSIUM on "The Technical Aspects of Emulsions" was held at the University College, Gower Street, London, W.C.1, on December 7, under the chairmanship of Professor F. G. Donnan, F.R.S. In his opening remarks, Dr. A. Turnbull, president of the British Section of the International Society of Leather Trades Chemists, said that a conference on the swelling of proteins and allied phenomena held some two years ago was so successful that the Society had ventured another on the technical aspects of emulsions. Professor Donnan welcomed the meeting to the University College and emphasised the value of such meetings as was now about to take place, also the publication of the proceedings in such a form as to make them available to chemists the world over. The following are abstracts from some of the papers read and discussed:—

### Emulsions in the Patent Literature

By Dr. W. CLAYTON

The multiple uses of emulsions were indicated with special mention of the value of extended oil area. Emulsions for use as insecticides or for leather oiling were illustrated. Enumeration of familiar emulsifying agents was followed by examples of the newer compounds based on the modern views of polar and non-polar groups. Particular mention was made of the idea of "balanced" emulsifying agents with lipophile-hydrophile groups. Patents dealing with de-emulsification were named, with particular reference to the breaking of crude petroleum emulsions (water-in-oil) type. Finally, attention was drawn to several patents of special scientific character, concluding with four patent specifications claiming the use of a pre-formed emulsion as an emulsifying agent of unusual virtue.

### Emulsions in Agricultural Spraying

By Dr. R. M. WOODMAN

Mineral oil emulsions were discussed, particular attention being focussed on their use as summer foliage sprays and dormant sprays for plants and as sprays for insects attacking animals, on their action on the plant, on the toxicity and necessary degree of purity of the emulsified oil, and on the emulsifiers employed and the compatibility or otherwise of these emulsifiers with natural hard waters and other spray substances. Tar distillate emulsions, tar-petroleum washes, emulsions of

true oils and organic liquids, and emulsions of oil solutions of various insecticides were discussed. Reference was also made to the analysis of emulsions, the stimulation to the plant following their application, the amount of oil retained by the foliage, and the removal of oily spray residues from fruit. In addition, the wetting, fungicidal, and weed-killing properties of oil emulsions were described. The ease of formation of spray emulsions was referred to, and the creaming capacity and stability of emulsions was fully discussed with regard to their bearing on the insecticidal, ovicidal, and phytocidal properties of the spray. The formation of opposite-type emulsions with one pair of liquids and the same emulsifier, the stability to ageing, also to subsequent mechanical treatment of the two types in dual systems near the common phase volume ratio, and the danger to plants arising from the use of these dual emulsion systems, received attention. Possible hypotheses explaining dual emulsion formation were given, the most plausible explanations being based on differences in partition of the emulsifier between the liquid phases, and on the interaction of the emulsifier with the liquid phases. As it is absolutely necessary that oil-in-water types only should be used in spraying plants, except for weed-killing purposes, full details of the determination of emulsion type were given. Other matters dealt with the definition, preparation, and physico-chemical properties of the miscible oil concentrates so often used as the bases of emulsions of agricultural and horticultural interest.

### Some Observations on a Typical Food Emulsion

By Dr. J. W. CORRAN

It was pointed out that the manufacture of mayonnaise, which consists generally of a 60-80 per cent. vegetable oil emulsified in water and vinegar, is carried out in three stages. In the first stage the dry ingredients (mustard, salt, etc.), egg yolk and part of the aqueous ingredients were mixed thoroughly; in the second stage the oil was run in to form a creamy nucleus in which all of the oil was dispersed in a very small amount of aqueous phase; the third stage consisted of diluting this creamy nucleus with the remainder of the aqueous ingredients. Dealing with the emulsifying influences contributing to the stability of mayonnaise, egg yolk was stated to be the most powerful factor. Although egg yolk was the most effective edible substance in the production of a creamy (oil-in-water)



emulsion, evidence was produced to show that it contains at least one ingredient, namely cholesterol, which antagonised the powerful effect of the lecithin—the most important emulsifying principle of egg yolk. It was suggested that the superior emulsifying properties of fresh egg yolk, as compared with the preserved yolk, may be due not only to hydrolytic changes in lecithin on keeping, but also to consequent increased relative unfavourable influence of the cholesterol. The other actual emulsifying agent in mayonnaise was mustard flour, which not only promoted the formation of creamy (oil-in-water) emulsions, but could also antagonise the unfavourable influence of emulsifying agents, such as calcium soaps, which tend to form greasy (water-in-oil) emulsions. It was shown that mustard definitely confers an added margin of stability on mayonnaise. The method of mixing mayonnaise had a big influence on the stability of the final emulsion. Thus it was found that addition of acid (vinegar) to the egg yolk and dry ingredients during the first stage of the process was definitely undesirable. The amount of aqueous ingredients added during the first stage also influenced the extent of emulsification, and it was concluded that this amount should be as low as possible. If, however, it were too low the nucleus formed on adding the oil would be too thick to be manageable, with the result that some of the oil would remain unemulsified. In connection with the mixing process, it was also shown that the time and temperature of mixing had a definite influence on the effectiveness of emulsification. Qualitative measurements of the stabilities and consistencies of the various emulsions examined were obtained by means of the Gardiner mobilimeter. Other factors which exert an influence on the permanency of the mayonnaise emulsion were relative volume of the phases, viscosity of the final emulsion, and the hardness of the water employed.

### The Design of Emulsifying Machines

By R. I. JOHNSON, B.Sc.

An outline of the main factors controlling emulsification and the development of emulsifying machines was given, leading up to a classification of emulsifying machines, for descriptive purposes, under three headings: (1) Agitators; (2) colloid mills; and (3) homogenisers. Various types of agitation emulsifiers were described, including whisks used for mayonnaise and salad cream production, and batch and continuous churns employed in margarine manufacture. Brief reference was made to various types of beaters and impellers and to portable emulsifying units. Machines consisting of a rotor and stator, between which emulsification is effected, are classified as colloid mills, although many of these machines are described in the trade as homogenisers. Colloid mills are divided broadly into two types, smooth surface and rough surface mills, and, following a general description of their construction, machines were described to illustrate the fundamental design of these mills, details of output and power consumption being given. The chief factors influencing the design of the homogeniser pump system, and the homogenising valve, were considered, and reference was made to two-stage homogenisation and pressure measurement. Machines were described to illustrate the remarks under these headings. In conclusion brief reference was made to hand-operated homogenising machines suitable for laboratory use.

### Mode of Preparation on the Dispersion of Soap-Stabilised Emulsions

By R. DOREY, B.Sc.

Two sets of experiments were described in which emulsions of (a) olive oil with sodium oleate and (b) arachis oil with potassium oleate were prepared in different ways. Methods involving agitation only, and agitation followed by high pressure homogenisation, both commonly employed in industrial practice, were studied and compared with a system wherein the two phases of an emulsion are fed separately to a machine and mixed and homogenised in one operation. The

machine used for this was the Impulsor emulsifier. Results given in the form of size frequency analyses indicated that the dispersion of this type of soap-stabilised emulsion is improved if the soap is allowed to form *in situ* during the emulsification process, by having the requisite amounts of alkali and fatty acid present in the water and oil respectively before mixing. Such emulsions tended to form spontaneously and required comparatively little homogenisation. A further improvement resulted when the emulsions were made in a machine such as the Impulsor emulsifier, and this is brought out clearly in the dispersion analyses. The reason is apparently found in the fact that such an emulsion is made in piece-meal fashion. Small quantities of the two constituent phases are subjected in succession to the full effect of the enormous disintegrating forces in the machine, with the consequence that every portion of the bulk had in the end received exactly the same amount of treatment. This process on the works scale led to a considerable reduction in production costs.

### Emulsions in the Treatment of Toxaemic Conditions

By V. G. WALSH and A. C. FRASER

The authors have shown that lethal doses of toxin are non-toxic if mixed with finely dispersed oil in water emulsion prior to subcutaneous injection. If incubated with emulsion at body temperature for half an hour the toxin is non-toxic when injected intravenously. This phenomenon has been applied to the treatment of toxæmic conditions. Cases of lobar pneumonia, for example, rapidly recover if finely dispersed emulsion is injected intravenously. The temperature, pulse, and respirations return to normal within about twenty-four hours of starting treatment. The most satisfactory results are obtained in cases treated in the early stages of the disease. The effects are due to the adsorption and removal of the circulating toxin. The very rapid recovery in cases treated with intravenous emulsion has great economic value apart from the beneficial effect on the patient's health. The use of this method in the treatment of other toxæmic conditions, such as acute rheumatism, streptococcal septicaemia, and peritonitis, is under investigation. Other points discussed were the selective adsorption of toxin by emulsion and the administration of vaccines and certain drugs in combination with emulsion. This enables a much larger dose to be given without producing the usual effects of overdose, and the drug exerts its action for a longer period without repetition. The use of insulin with emulsion was under investigation.

In the evening a dinner was held at Maison Lyons, Shaftesbury Avenue, Dr. A. Turnbull being in the chair. The guests of the evening included Professor F. G. Donnan, Professor H. Freundlich and Mr. E. Hatschek. Dr. Dorothy Jordan Lloyd proposed the health of the "Visitors," which was responded to by Professor Donnan, Professor Freundlich and Mr. Hatschek. Great laughter was caused at this stage by Dr. C. H. Spiers presenting Professor Donnan with a Donnan pipette of about one litre capacity and which had been ingeniously filled. The "I.S.L.T.C." was proposed by Dr. W. Clayton and responded to by Dr. Turnbull, who referred to the debt of gratitude the Society owed Dr. Clayton for his invaluable assistance which had done so much to make the Symposium held during the day the success it had been.

**I.C.I. GIFT TO NATION.**—The National Trust has announced a gift of thirty acres on the east side of Upper Dovedale from Imperial Chemical Industries, Ltd.

**A COMPLEX (IN PSYCHOLOGY) DEFINED.**—"In modern psychological theory the term 'complex' refers to a system of ideas linked up with a conative and affective tendency which are in a state of repression and thus barred from consciousness. They manifest themselves indirectly by producing distortions in consciousness and disturbances in conscious activity, which if taken at their face value may be very misleading and quite mystifying."—Dr. William Brown in "The Times."



# Examination Policy in Pharmacy

By Read Mark

**R**ECENTLY Mr. F. Gladstone Hines, past-president of the Pharmaceutical Society and a present member of Council, contributed, as readers will remember, a very interesting article to *THE CHEMIST AND DRUGGIST*, wherein he called attention to some disconcerting facts relating to the proposal to change the abode of the Society from Bloomsbury Square to Brunswick Square. Admittedly this scheme is vital to the pharmacist, inasmuch as he will be called upon to contribute to the cost and maintenance of the new House; but as far as can be foreseen the acquisition of a new building will not in any way alter the fortunes of the craft of pharmacy.

There is, however, another activity of the Council which, if it is not checked, will have a definitely serious effect on pharmacy as a craft. That activity is in respect of the present educational policy. Here in the year 1934 are hundreds of young men and women passing the Qualifying examinations and then endeavouring to secure situations where not 10 per cent. of the knowledge they have spent several years and much money in acquiring will be of material use. Surely this is a tragic state of affairs, yet unfortunately a perfectly true one, although officials of the Society proudly affirm that there is no unemployment in pharmacy. When the question is asked, "What sort of situations have all these newly qualified people been successful in procuring and at what salaries?" the reply is made that commercial arrangements such as type of work and rate of pay are outside the scope of the Society's province. Unfortunately it is generally only too well known that many of the positions available to-day carry with them but miserably low remuneration. Admittedly the Society may be impotent to bring about any changes in economic conditions in pharmacy; but when it (apparently without a word) registers 280 apprentices in the short space of eight weeks, the question must surely occur to every thinking pharmacist: Does the Pharmaceutical Society exist to help the qualified member as such, or is it eager merely to procure more grist for its financial mill, in the shape of large examination fees, by enrolling unlimited numbers of students?

## Knowledge and Its Application

This question should be addressed to every member of Council at forthcoming branch meetings; afterwards, possibly, the point could be raised as to why the Society caters so assiduously for that microscopic number who will follow a semi-scientific career. For whatever the Council may think to the contrary, the prospects for a young pharmacist securing any other than a retail position are remote in the extreme, save possibly as

assistants in hospital pharmacies and as salesmen for wholesale drug firms.

Admittedly the calling of a chemist and druggist demands a reasonable standard of general and technical education; but surely the examination demands of the Society at the present time are excessive as judged by recent pass lists. In confirmation of this it is only necessary to examine the results obtained by students at presumably the premier college—the Society's own. Here it is found that only two out of five students were successful at the Ph.C. examination—this after three years of full-time study. The present examination is admittedly archaic, both as regards its subjects and commercial significance; but with regard to the ordinary Qualifying examination the results obtained point to a super-stiff examination test. This should not be.

*THE CHEMIST AND DRUGGIST* has for a number of years criticised the educational policy of the Society; surely the time has come when the Council must rid itself of those quaint mid-Victorian ideas regarding both curricula and examinations, and realise that its pharmaceutical educational policy needs immediate rationalisation to meet present-day requirements. Obviously two qualifications are unnecessary; and as the title "pharmaceutical chemist" most aptly describes the work of the qualified member of the Society, there should be but one final examination and the successful passing of that should confer this title. The Matriculation examination of London University should be the sole portal by which a newcomer enters pharmacy. The scientific examination should be passed prior to a two-years' retail and dispensing apprenticeship; the subjects thereof might well be general chemistry, biology and physics—in other words, more or less as at present—but the final examination should consist of tests in respect of the candidate's knowledge of pharmaceutical chemistry and biochemistry, general pharmacy and pharmacognosy, following a one year's whole-time course at a recognised college. Physiology and bacteriology as separate subjects are unnecessary.

The above proposals are not new, perhaps; nevertheless the scheme is logical, and it must be remembered that if the Council's present schemes are allowed to come into operation the outlook for pharmacy is grave, inasmuch as the whole business is being flooded even now with qualified people who possess much useless knowledge, and with hordes of unqualified who have been unable to pass what is virtually a useless test of competence. If something is not done to cause the Society to rationalise its educational policy, then the outcome will be infinitely more serious to pharmacy than the spending of a quarter of a million pounds on palatial offices for permanent officials.

## Why I Like My Chemist

**I** CHOOSE my tradesmen as I choose my friends. My tradesmen are my friends. My chemist is a friend. I have just been considering why I like him. He is but one of several, in a comparatively small radius, but on the few occasions I have been compelled to visit him "out of hours" I have been struck by the courteous manner in which he has received me and by the obvious genuineness of his remark "Certainly it is no bother; please do not hesitate to come whenever I can help you."

He has an attractive shop, not too large but well set out. Of course he has his own preparations, but he never tries to force them upon me. But that does not mean I never buy them. On the contrary, I have tried a number of them and some I buy regularly.

I take all my prescriptions to him, partly because I like the appearance of his shop, but chiefly because he always has them ready on time. He has never once let me down. The same applies to films and prints. More-

over, in the latter connection he never tries to persuade me to have enlargements made of my "best" negatives—often those, for personal reasons, I care the least about. I am relieved that he does not stamp his name and address on everything he sells.

He does not try to make money out of my minor ailments. When I ask for a cure for a common complaint I do not expect to be introduced to the costliest remedy in the shop. The chemist who resorts to this practice is damaging his business far more than he is helping it. I have always made it a rule to consider the tradesmen who are obviously out to consider my pocket.

Finally, he looks on his scales as a means of creating goodwill and not as a means of increasing his takings by a few pence weekly. He charges nothing for weighing me, and I take advantage of his kindness about six times a year. He tells me he has never charged a customer for this service, and he knows of several who now come to him regularly on that account. There are thousands like myself, appreciative enough not to forget a service of this kind.—*Customer* (6/12).



# Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," *The Chemist and Druggist*, 28 Essex Street, London, W.C.2.

## Report on the November Analytical Exercise

(Continued from the *C. & D.*, December 8, p. 706)

The powder distributed to students on November 6 contained three parts by weight of potassium aluminium sulphate (potassium alum), one part of zinc hydroxycarbonate, and one part of magnesium hydroxycarbonate. The calculated composition of such a mixture is:—

Al ... ..	3.4
Zn ... ..	11.5
Mg ... ..	5.1
K ... ..	5.0
SO <sub>4</sub> ... ..	24.3
CO <sub>3</sub> ... ..	12.9
OH ... ..	5.7
H <sub>2</sub> O ... ..	32.1
	<hr/>
	100.0

The powder also contained, as impurities, a distinct trace of hydrochloric acid radical and a minute trace of iron.

Samples of the powder were distributed to thirty-one students and twenty-four reports were returned for examination. Both the acidic radicals were detected in every analysis. The failures in the cases of the metallic radicals were: Aluminium, 1; zinc, 5; magnesium, 8; potassium, 3. Nine students failed to report the evolution of water—amounting to approximately one-third of the weight of the powder—when a sample was gently heated in a dry tube.

The exercise was quite a simple one and, the analysis being entirely free from complications, the average of the marks attained is relatively high. Those failures that occurred appear, in the cases of the magnesium and the zinc, at least, to have arisen chiefly through the solutions in which precipitations might take place having been over dilute, or through the time allowed for precipitation having been unduly curtailed; or both of these causes may have contributed.

When the quantity of material available for an analysis is unusually limited, so that the formation of abundant precipitates is not, as a rule, to be expected, it becomes specially important to keep down, so far as is conveniently possible, the volume of the solutions that are submitted to analytical operations; to allow reasonable time for the possible occurrence of any of those changes that are not usually at once apparent; to observe closely; and to draw conclusions only when the evidence is convincing.

The precipitation of ammonium magnesium phosphate from dilute solutions is well known to be slow and to require, frequently, the adoption of a special hastening measure. The formation of a precipitate of zinc sulphide in a dilute zinc solution is also liable to be slow, and the appearance of the precipitate is often inconspicuous at first owing to its light flocculent character. In connection with the failures in the detection of zinc, it is worth noting that the change on strongly heating the original powder from colourless to yellow—returning to colourless on cooling—which was noticed by a number of students, was suggestive of the probable presence of zinc and furnished a hint likely to prevent the eventual overlooking of the metal.

Aluminium hydroxide is quite appreciably dissolved by ammonia solution and precipitation may not occur at once when excess of this reagent is added to a very dilute aluminium solution; while it may not take place at all unless the excess of ammonia is driven out by boiling.

### TO CORRESPONDENTS

**MITOSIS.**—You report that in testing the prepared solution for acidic radicals you did not obtain a precipitate on adding lead acetate; but since the solution contained sulphuric acid radical, you should have observed the formation of lead sulphate.

**W. A. S.**—The test for chloride by the chromyl chloride reaction was scarcely applicable as a means of proving the presence of the trace, as impurity.

**PLATINUM.**—On heating the powder in a dry tube both carbon dioxide and water vapour were evolved, and were easily recognisable. Note that merely dissolving a precipitate of chromic hydroxide in solution of sodium hydroxide would not raise the chromium to the state of a chromate. Oxidation (conveniently by means of sodium peroxide) is necessary to effect this.

**SMILAX.**—When testing for magnesium, take care to avoid undue dilution of the solution and, if there is no immediate precipitation of ammonium magnesium phosphate, allow the mixture to stand for a considerable time before concluding that magnesium is absent.

**TAP-ROOT.**—When testing for members of the zinc group by means of ammonium hydrosulphide, avoid adding great excess of the reagent and, in cases of doubt, heat gently for a short time before concluding that precipitation is not taking place. Zinc sulphide frequently appears somewhat slowly.

**ABSENTE FEBRI.**—Read the reply to "Smilax." Note that equations are not expected in a report on practical work and they do not add to the value of the report. We regard you as qualified to compete in the "not passed" section.

**NEON.**—You appear to have detected chloride only in the solution for acidic radicals prepared by means of sodium carbonate. In all cases make it a matter of preliminary trial to test for chloride in the sodium carbonate you intend to use.

**NERTS.**—The iron-group precipitate should not have been left unexamined for iron and chromium, which might have been present in small proportion. A trace of iron was actually present.

**ANALYSIS.**—The potassium flame coloration should have been observed at the end of the systematic examination for metals.

**RAGGAH.**—The reactions that led you to report calcium may have been due to the zinc that you had failed to separate; but tap-water may have supplied traces of calcium.

**ARZNEIBEREITER.**—A more exhaustive preliminary examination would have added to the value of your analysis. The presence of water of crystallisation should not have escaped sufficiently attentive observation.

**ESTURA.**—It is not safe to conclude that a zinc-group precipitate does not contain any manganese unless steps have been taken to prove that no part of the precipitate has dissolved on treatment with acetic acid, i.e., systematic examination should be made.

**1912.**—Stated generally, it is not sufficient to report merely that this or that radical has been tested for. The procedure followed should be outlined, as briefly as may be convenient, so that it is possible to recognise whether or not it was appropriate.

**ASPIRANT.**—Besides passing hydrogen sulphide through a hot acid solution (with a view to reducing an arsenate) the solution should be saturated with the gas when it is quite cold to precipitate effectively lead, bismuth, etc. Indicate in future reports whether or not you have passed in chemistry.

**V. J. ROSE.**—The report on preliminary tests was exceedingly meagre.

**BENZOIN.**—In testing for metals of the iron group, the addition of large excess of ammonia should be avoided, since this reagent tends to hold aluminium hydroxide in solution. Any considerable excess should be got rid of by boiling.

**LANOLIN RUST PREVENTERS.**—Special Report No. 12 of the Department of Scientific and Industrial Research has been published (price 6d.) by the Stationery Office. The report deals with the use of lanolin as a preventative of rust, and gives specifications for the materials selected as the result of research.

**MEDICINE AN ART.**—"Medicine is and always will be an art, 'the art of coming to a conclusion on insufficient evidence,' simply because the fundamentals, the anatomy, and physiology, are essentially elastic and cannot be standardised to fit into any formula."—Dr. A. E. Barclay in "The Lancet."



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

## 28 Essex Street, W.C.2, December 13

For the time of year business has been moving on a very fair scale and some few markets have experienced a much better demand. The general tone continues steady. In the pharmaceutical chemicals markets the chief alteration is an advance in makers' quoted price for CITRIC ACID; it is understood that the cost of Continental material has moved up in sympathy. This movement may affect CITRATES in due course, but at present values the Convention is having to meet some outside competition. The very cheap parcels of PHENACETIN seem to have been taken off the market. Business in crude drugs has been none too good as a whole, but some few items are strong features. BUCHU continues to sell at full rates on spot. CHAMOMILES are firm but neglected. DERRIS ROOT is dearer spot and forward. GUM ACACIA shows a further advance, with the market very steady and receiving a fair inquiry. LOBELIA HERB tends steadier forward. MENTHOL has been dull and is easier forward. TRAGACANTH is fully steady and London stocks continue at a low level. VALERIAN ROOT is scarce and again dearer on spot. Quite a nice general business is reported in essential oils. Brazilian Bois de Rose is firm on spot and nominal forward. A little inquiry for Sicilian LEMON, which continues to be quoted at cheap figures from some sources. LEMONGRASS, although rather quiet, tends firmer for shipment. PALMAROSA is again slightly dearer. PATCHOULI is dearer forward. Japanese PEPPERMINT has been dull and is easier forward. Spanish ROSEMARY is quoted at a slight advance.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	December 13	Value of the £
Amsterdam ...	Fl. to £	12.107	7.31½	12/1
Berlin ...	Mks. to £	20.43	12.32	12/1
Brussels ...	Belgas to £	35	21.20	12/1½
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Esc. to £	110	109½	10/11½
Madrid ...	Ptas. to £	25.22½	36½	28/8
Milan ...	Lire to £	92.46	57½	12/6½
Montreal ...	Dol. to £	4.86½	4.88	20/0½
New York ...	Dol. to £	nominal	4.94½	20/3½
Oslo ...	Kr. to £	18.159	19.90½	21/11
Paris ...	Fr. to £	124.21	75½	12/1
Prague ...	Kr. to £	164.25	118	12/4
Stockholm ...	Kr. to £	18.159	19.39½	21/4½
Warsaw ...	Zloty to £	43.38	26½	12/1½
Zurich ...	Fr. to £	25.22½	15.27	12/1½

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

BRITISH makers have advanced their quotation for citric acid and it is understood that Continental material to come forward is dearer to the same extent. Makers' scale of prices for paraldehyde has been revised. Business has continued fairly satisfactory and mostly for spot supplies.

AMIDOL.—Small inquiry; market steady: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins. Wholesale distributors' prices for smaller quantities would be dearer.

AMIDOPYRIN.—Dealers are doing average spot business: crystals, five cwt., 18s. 9d.; two cwt., 19s. 1½d.; less than two cwt., 19s. 6d. per lb.; with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Occasional demand, quoted at former rates of 3s. 4d. to 3s. 6d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE.—Demand is fair on a competitive market: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

ASPIRIN.—Quite a good inquiry; values unchanged: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000,

2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 on 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be dearer.

BARBITONE.—Market continues steady; moderate spot business: to arrive, two cwt., 13s. 5d.; 56 lb., 13s. 9d.; less, 14s. 1d. per lb., f.o.b. Continent. Spot, two cwt., 15s. 1½d.; 56 lb., 15s. 6d.; smaller parcels, 15s. 9d. to 16s. per lb.

BENZONAPHTHOL.—Market has been dull. Spot, in small parcels, quoted at about 3s. 3d. per lb.

BENZOIC ACID (B.P.).—Average inquiry; quoted unchanged: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' agreed scales are maintained, with some outside competition. Carbonate, not less than one cwt., 6s. 6d.; less than 8 lb., 8s. 6d. per lb.

CALCIUM LACTATE.—Fair demand on a keen market: spot, one cwt., 1s.; 56 lb., 1s. 1d.; 28 lb., 1s. 1½d.; smaller quantities, up to 1s. 5d. per lb.

CHLORAL HYDRATE.—British makers' prices; some competition: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—British makers have advanced their quoted price to 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for foreign material would be at about the same figure; there may be some slightly cheaper spot offers for the time being.

CREAM OF TARTAR.—A steady demand, with British material, 99 to 100 per cent., quoted at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers offering foreign at competitive prices.

CREOSOTE (B.P.).—Still rather quiet but steady. Quantities, in 25-kilo. demijohns, 1s. 9½d. to 1s. 10d.; smaller packing, 1s. 11d. to 2s. 3d. per lb., as to quantity.

EMETINE.—Makers' prices are as follows: hydrochloride, 8 oz. or ¼ kilo., 37s. 6d. per oz.; one oz. or 25 grams, 39s. 6d.; smaller quantities, 42s. per oz.; other salts are quoted in proportion.

FERRI QUININE CITRATE.—Makers' prices are as follows:—

Packing	100 oz. Per oz.	Less than 100 oz. Per oz.	Packing	100 oz. Per oz.	Less than 100 oz. Per oz.
100-oz. tins ...	10½d.	...	8- & 4-oz. bottles	11½d.	11½d.
25-oz. tins ...	10½d.	11d.	1-oz. bottles ...	1/0½	1/1
16-oz. bottles	11d.	11½d.	½-oz. bottles ...	1/3½	1/4

Special prices for larger quantities.

GUAIACOL.—Liquid: less than two cwt., in 28-lb. demijohns, 9s. 2½d.; in 7-lb. bottles, 9s. 5d. per lb. Crystals are quoted as follows: less than two cwt., in 28-lb. jars, 9s. 8d.; in 7-lb. bottles, 9s. 10½d.; in 1-lb. bottles, 10s. 3½d. per lb.

GUAIACOL CARBONATE.—Not much business beyond small spot orders. Two cwt., 9s. 8d.; one cwt., 9s. 9d.; 28 lb., 10s.; smaller parcels, up to 10s. 4½d. per lb.

HEXAMINE.—Competition is a feature of this market, where good quantities are required for. B.P. powder, from 1s. 3½d. to 1s. 4½d.; free-running crystals, from 1s. 7d. to 1s. 8d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 10½d.; smaller parcels, up to 2s. per lb., carriage paid.

HYDROQUINONE.—Small business; market keen: one cwt., 4s. 6½d.; 56 lb., 4s. 8½d.; 28 lb., 4s. 10½d.; 14 lb., 5s. 1½d. per lb., carriage paid.

IODIDES.—A restricted demand, with competition noted. Potassium iodide, B.P., one cwt., 5s.; 4 lb., 6s. 2d.; smaller parcels, 6s. 8d. per lb., carriage paid.

LACTIC ACID (B.P.).—A dull market: quantities, in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 10d. per lb., as to quantity.

MERCURIALS.—Fair demand; market fully steady. Chloride, B.P., one cwt., 4s. 9d.; less than one cwt., 4s. 10d. per lb.



**METHYL SALICYLATE (B.P.).**—Continues steady and in quite fair demand: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

**METHYL SULPHONAL.**—Dealers' prices steady; small spot business: two cwt., 18s. 4½d.; one cwt., 18s. 9½d.; 56 lb., 19s. 3d.; small parcels, 19s. 8½d. per lb.

**METHYLATED SPIRITS.**—Makers' scale of prices are as follows, to operate to the end of the year:—

In One Delivery	Industrial Methylated Spirits		Pyridinised Industrial Methylated Spirits		Mineralised Methylated Spirits (Coloured Violet)	
	61 o.p. Per gall. s. d.	64 o.p. Per gall. s. d.	61 o.p. Per gall. s. d.	64 o.p. Per gall. s. d.	61 o.o. Per gall. s. d.	64 o.p. Per gall. s. d.
500 gallons and upwards	1 6	1 7	1 8	1 9	—	—
100 gallons and under 500	1 7	1 8	1 9	1 10	2 7	2 8
30 gallons and under 100	1 9	1 10	1 11	2 0	2 9	2 10
10 gallons and under 30	1 11	2 0	2 1	2 2	2 11	3 0
5 gallons and under 10	2 1	2 2	2 3	2 4	3 1	3 2

Methylated resin finish, 2d. per gallon extra, and methylated shellac finish 4d. over the prices quoted for pyridinised industrial methylated spirits. Industrial methylated spirits (Toilet Quality) 2d. per gallon above the prices quoted for industrial methylated spirits. Industrial methylated spirits of 66 o.p., 68 o.p. and 74 o.p. can be supplied at 1d., 2d. and 4d. per gallon respectively over the prices quoted for 64 o.p. Terms.—Cash in one month, less 2½ per cent. Packages charged, but allowed for at same price when actually returned, carriage forward, in good condition.

**PARAFORMALDEHYDE.**—Limited inquiry: 100 per cent. powder, quantities in kegs, 1s. 3d. to 1s. 4d.; smaller parcels, up to 1s. 7d. per lb.

**PARALDEHYDE.**—Makers' scale of prices is as follows: 1 w-quart, 1s. 9d.; 6 w-quarts, 1s. 7½d.; 12 w-quarts, 1s. 5½d.; 36 w-quarts, 1s. 4½d. per lb., carriage paid on minimum 6 w-quarts. One demijohn, 1s. 2d. per lb., carriage paid.

**PHENACETIN.**—Price cutting is not so much in evidence, but there is as yet no sign of a recovery to normal values: quantities of crystals or powder, 2s. 7½d. to 2s. 9d.; smaller quantities, 2s. 10d. to 3s. per lb.

**POTASSIUM SULPHOGUAIACOLATE.**—Market dull. Spot quoted by dealers from 5s. 7d. to 6s. 4d. per lb., as to source.

**PYROGALLIC ACID.**—Business is slow: 56 lb., 7s. 9d.; 28 lb., 8s.; 14 lb., 8s. 6d.; 7 lb., 9s. 3d. per lb., in 7-lb. tins. Wholesale distributors' prices for smaller quantities would be dearer.

**QUININE SULPHATE.**—Prices are steady. Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

**RESORCIN.**—Quoted unchanged; quiet. British crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

**ROCHELLE SALTS.**—Makers' scales of prices: Rochelle salts, less than one cwt., 77s. 6d.; less than five cwt., 75s.; not less than five cwt. in one delivery, 72s. 6d. per cwt.; with crystals, 2s. 6d. per cwt. extra. Seidlitz, B.P., less than one cwt., 62s. 6d.; less than five cwt., 60s. 6d.; not less than five cwt. in one delivery, 58s. 9d. per cwt. Double seidlitz, less than one cwt., 69s.; less than five cwt., 67s.; not less than five cwt. in one delivery, 64s. 9d. per cwt. Carriage paid on one cwt. and over.

**SALICYLIC ACID (B.P.).**—Continues in quite fair inquiry: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

**SODIUM BENZOATE (B.P.).**—Average inquiry; keen quotations for quantities. Bulk lots, about 1s. 6d.; cwt. lots, 1s. 7d.; smaller parcels, up to 1s. 11d. per lb.

**SODIUM DIETHYLBARBITURATE.**—Quoted at former rates; business quieter: spot, one cwt., 15s. 9d.; 28 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

**SODIUM SALICYLATE (B.P.).**—Continues in fair demand; quoted unchanged: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

**SULPHONAL.**—Dealers' prices are maintained: crystals or powder, two cwt., 14s. 8½d.; one cwt., 15s. 1½d.; 56 lb., 15s. 3½d.; smaller parcels, up to 15s. 10d. per lb.

**TARTARIC ACID (B.P. CRYSTALS).**—Steady and in fair demand. British material is quoted at 1s. 0½d. per lb., less 5 per cent.

discount, nominal and without engagement. Dealers offering foreign at competitive prices.

**THEOBROMINE.**—Prices for Continental material unchanged: Pure, two cwt., 6s. 8½d.; one cwt., 6s. 10½d.; 56 lb., 7s. 0½d.; less than 56 lb., 7s. 2½d. per lb. Soda salicylate, two cwt., 6s. 6½d.; one cwt., 6s. 7½d.; 56 lb., 6s. 8½d.; less than 56 lb., 6s. 9½d. per lb., net, carriage paid on minimum 56-lb. lots. Packages from 5 lb. upwards free.

**THYMOL.**—Dull and easy as quoted: synthetic, fine white, two cwt., 5s. 7d.; one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

**VANILLIN.**—Continues steady, with a very fair inquiry: ex guaiacol or clove oil, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

### Crude Drugs, etc.

**ACONITE ROOT.**—Napellus is quoted on spot at about 65s. per cwt., for small lots.

**AGAR.**—Market is steady but quiet. Kobe No. 1, 1s. 11½d. to 2s.; No. 2, 1s. 10½d.; Yokohama No. 1, 1s. 10½d. per lb.; shipment, nominal, with no stocks offering, c.i.f. New crop, January-March shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

**ANTIMONY.**—A further decline in Chinese crude for shipment is recorded at £31, c.i.f.

**BALSAMS.**—Some few small spot transactions; steady. *Tolu*, about 1s. 9d. for softish. *Canada*, 2s. 6d., *Peru*, 5s. 4½d. per lb., spot.

**BELLADONNA.**—Dealers are quoting leaves at about 75s.; good test root, about 60s. per cwt., for small lots.

**BUCHU.**—Market continues firm, with further sales on spot reported. Rounds, good green, from 1s. 4d. if available; fair, 1s. 3½d. and upwards. Ovals, firm at 11d. per lb.

**CAMPHOR.**—A fair inquiry on spot continues: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4½d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

**CANTHARIDES.**—Very little inquiry this week. Chinese, 6s. 9d. to 7s.; Russian, 3s. 5d. to 3s. 6d. per lb., as to quantity.

**CARPAGHEEN MOSS.**—Prices have advanced with supplies scarce. Best bleached now at 70s. per cwt.

**CASCARA SAGRADA.**—Very little interest at the moment. Shipment, in car-load lots, 30s. per cwt., c.i.f.; spot, in small lots, 35s. 6d.; 1933 peel, 42s. 6d. per cwt., c.i.f.

**CASTOREUM.**—The annual sale of the Hudson's Bay Company was held on Wednesday last, when 1,968 lb. were offered, against 2,349 lb. in 1933, and 1,288 lb. in 1932. The quality of the consignment was fairly good, but there was a fair proportion of rather dampish pods. The demand was rather disappointing, as nothing was actually sold "under the hammer." At the time suggestions were made indicating that slightly lower prices would be accepted, but subsequently owners showed no disposition to meet buyers, and they are apparently holding fully to last year's prices.

**CHAMOMILES.**—Dealers' prices are firmly held at former rates, but there is practically no business moving.

**CLOVES.**—The market has remained quiet. Zanzibar, spot, 6d.; shipment, December-January, 5½d. per lb., c.i.f. Madagascar, December-January, 4½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended December 6 were 373 and the deliveries 167, leaving a stock of 3,210. From January 1 to date the landings of Zanzibar have been 5,274 and the deliveries 4,547. Landings of Madagascar for the week ended December 6 were nil and the deliveries 5, leaving a stock of 269. From January 1 to date landings of Madagascar have been 326 and the deliveries 1,039 packages.

**COCOA BUTTER.**—Average business; market steady. Prime English, 8½d. to 9d. per lb., as to quantity. Foreign, about 8d. per lb.

**COCONUT (DESICCATED).**—Market is steadier at the slight reduction. Spot, fine, 17s. 6d.; medium, 17s. 3d.; shipment, halves, December-January, 16s. 6d. per cwt., c.i.f.

**COD-LIVER OIL.**—Bergen reports a quieter shipment market, but values are very steady, with finest Lofoten steam-refined non-freezing medicinal oil at 90s. per barrel, c.i.f. London. Spot, in small lots, 130s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

**COLOCYNTH.**—Some brownish pulp is available on spot at about 1s. 4½d. per lb.



**DAMIANA LEAVES.**—Small spot parcels are mentioned in the region of 2s. 2d. per lb. New crop for January shipment are offering at about 1s. 2d. per lb., c.i.f., for quantities.

**DERRIS ROOT.**—The shipment market is rather firmer, with prices now from 9½d. to 1s. 2d. per lb., as to test. On spot some 20 per cent. ether extract is available at about 1s. 1d. per lb.

**DIGITALIS LEAVES.**—The spot value of small parcels is round about 10s. per cwt., duty paid.

**ERGOT.**—Market has been neglected. Spot, Spanish, 1s. 7d.; shipment, 1s. 5d., c.i.f. Portuguese, 1s. 6d., spot. Polish, 1s. 5d., spot. Russian, 1s. 4½d. per lb., spot.

**GENTIAN.**—A moderate business, with spot root quoted in the region of 42s. 6d. per cwt.

**GINGER.**—A further slight decline is recorded; market quiet. West African, spot, 35s. 3d.; for arrival, 28s. 6d. per cwt., c.i.f. Jamaican is steady, with small grinding at 80s. up to 110s. per cwt. for bold in barrels, spot.

**GUM ACACIA.**—Market is fully steady at the further advance; fair business reported: spot, Kordofan cleaned sorts, 36s. 6d.; bleached, 67s. 6d. to 70s. per cwt.; shipment, Kordofan cleaned sorts, 34s. 6d. per cwt., c.i.f., January-February shipment.

**HONEY.**—Business has continued on modest lines and mostly for the cheaper grades. Jamaican, 32s. to 47s. 6d., as to quality. Canadian white set, 48s.; San Domingo, amber, about 31s. Californian, white clover, 43s. to 45s. Chilean dark, 26s. 6d., in bond. Mexican, darkish, 25s. 6d. per cwt., in bond.

**HYDRASTIS.**—Steady; fair business reported. Spot, 5s. 3d. to 5s. 4½d. per lb., as to quantity; shipment, 4s. 7½d. per lb., c.i.f., for bulk lots.

**IPECACUANHA.**—Rather quieter, with Matto Grosso steady at 5s. per lb. Minas, about 4s. 3d. per lb., spot.

**LIQUORICE ROOT.**—Reports indicate business is still slow, with offers in the region of £13 per ton for natural.

**LOBELIA HERB.**—The shipment market is reported steadier at about 8½d. per lb., c.i.f. Spot, 11½d. to 1s. per lb.

**MENTHOL.**—The forward positions are easier. Business quiet except for a moderate afloat inquiry. K/S brands, spot, 12s. 2½d., in bond, 11s. 1½d.; afloat, 11s. 1½d.; shipment, October-December, 11s. 1½d.; January-March, 11s. per lb., c.i.f. sellers. Japanese shippers quoting about 11s. 3d. per lb., c.i.f.

**MERCURY.**—Market steady; average business. Spanish-Italian, shipment, 57 dollars, f.o.b. Continent; spot, in small lots, £11 11s. per bottle, ex store.

**PEPPER.**—Values are about level on the week; market quieter. Lampong, spot, 6½d.; shipment, November-December, 5½d.; January-March, 5½d. per lb., c.i.f. Tellicherry, spot, 7d.; shipment, November-January, 55s. per cwt., c.i.f. Aleppy, spot, 6½d.; shipment, November-January, 54s. 6d. per cwt., c.i.f. White Muntok, spot, 1s. 4d.; shipment, November-December, 1s. 3½d.; January-March, 1s. 4d.; March-May, 1s. 4½d. per lb., c.i.f. Delivery, January, 1s. 5d. per lb.

**PIMENTO.**—Continues steady but rather dull. Spot, 2½d. per lb.; shipment, December-January, 21s. 6d. per cwt., c.i.f.

**POPPY HEADS.**—Some supplies of crushed are quoted at 35s. per cwt., spot.

**RED ROSES.**—Spot stocks are available at 3s. 9d. to 4s. per lb.

**RUBBER.**—Rather more business this week, with values about level. Standard ribbed smoked sheet, spot, 6½d.; January, 6½d.; February, 6½d.; March, 6½d.; April-June, 6½d.; July-September, 6½d.; October-December, 6½d. per lb.

**SAFFRON.**—Market is neglected. Spot, prime B.P., 53s.; extra B.P., 52s.; super B.P., 50s. 6d. per lb., and less for bulk quantities.

**SARSAPARILLA.**—Business has been very modest: spot, Jamaican grey, 1s. 6d.; native mixed, 1s. 2d. to 1s. 3d. per lb. Mexican, 7½d. to 8d. per lb., for quantities.

**SEEDS.**—ANISE.—Spot, duty paid, Spanish, 66s. 6d.; Bulgarian, 40s. CARAWAY.—Market unchanged; Dutch quoted at 35s., spot, duty paid. CORIANDER.—Market quiet. Morocco on spot offered at 13s. 9d., duty paid, and 12s. 6d. in bond. For shipment, 10s. 9d., c.i.f., quoted. CUMIN.—Morocco is 57s. 6d., duty paid, and 52s. 6d., in bond. The shipment price is 50s., c.i.f. FENUGREEK.—Tunisian, on spot, 14s. 6d., and Morocco, 13s. 6d., duty paid. MUSTARD.—English, 22s to 31s. 6d. per cwt., according to quality.

**SENEGA.**—Values are about steady, business limited. Spot, about 1s. 2d.; shipment, 1s. 1½d. per lb., c.i.f.

**SENNA.**—Conditions in this market show no material change. Business has been small, with quotations nominally unchanged.

**SHELLAC.**—Values have recovered sharply. Spot, standard TN orange, 89s. to 94s.; fine orange, 125s. to 155s.; pure

button, 125s. per cwt. For delivery, TN, December, 89s.; March, 91s. per cwt. For arrival, TN, December-January, 89s. per cwt., c.i.f.

**SQUILL.**—Dealers are offering some good white at about 27s. 6d. per cwt., spot.

**STRAMONIUM.**—Some leaves on spot are available at about 55s. to 60s. per cwt., as to quality.

**TRAGACANTH.**—Lower grades continue in fair demand, and the Nos. 2 and 3 grade whites have been inquired for. Druggists' quality continues steady at £25 to £28 per cwt. Landed during November, 649 packages and delivered out of warehouse 696 packages.

	1934	1933	1932	1931	1930
Stocks (Nov. 30) -	4,734	5,487	12,056	11,472	11,556
Landed " -	7,361	6,015	12,556	10,026	9,097
Delivered " -	7,997	12,431	12,158	9,593	8,718

**VALERIAN ROOT.**—Dealers' prices for spot root is again dearer in the region of 75s. per cwt.

**WAX.**—BEES'.—Market is steady, quieter demand. Abyssinian, spot, 102s. 6d.; shipment, 92s. per cwt., c.i.f. Benguella, spot, 105s.; in bond 95s.; shipment, 91s., c.i.f. Conakry, spot, 102s. 6d.; shipment, 88s., c.i.f. Dar-es-Salaam, spot, 102s. 6d.; shipment, 97s., c.i.f. Madagascar, spot, 100s. shipment, 83s. per cwt., c.i.f. CARNAUBA.—Rather quieter, but the recent advances are steadily maintained. Fatty grey, 122s. 6d., duty paid; 110s. in bond; 107s. afloat; shipment, October-November, 107s.; December-January, 102s. 6d.; January-February, 100s.; February-March, 100s., c.i.f. Chalky grey, 120s., duty paid; shipment, January-February 91s., c.i.f. Primeira, 240s., duty paid; 220s. in bond; shipment, January-February, 160s.; February-March, 156s. 6d., c.i.f. Mediana, 215s., duty paid; 200s. in bond; shipment, January-February, 150s. per cwt., c.i.f.

### Essential Oils, etc.

For the time of year business has been moving on quite a fair scale. Japanese peppermint is rather easier. Lemongrass tends to firm up. Palmarosa is a strong market. Patchouli is dearer forward. Brazilian bois de rose is firm on spot.

**ALMOND.**—Small orders; quoted unchanged. English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d.; Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

**ANISE (STAR).**—Market is dull; quoted unchanged: "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 8d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6½d.; in drums, 1s. 6½d. per lb., c.i.f.

**BAY.**—Market is steady; average business. Spot, 49 to 50 per cent., 5s. 3d. to 5s. 6d. per lb., as to quantity.

**BERGAMOT.**—Shipment offers continue at low values in the region of 4s. 10d. per lb., c.i.f., but there seems to be but small interest. Spot oil is offered in the neighbourhood of 5s. to 5s. 3d. per lb., as to source.

**BOIS DE ROSE.**—Holders of remaining spot stocks of Brazilian are now asking fully 5s. 6d. per lb., and the tone is firm. The shipment market is nominal, with nothing offering direct.

**CAJUPUT.**—Some few spot orders; market steady. Spot, 2s. 1½d. to 2s. 3d.; green, 1s. 9d. to 1s. 11d. per lb., as to quantity.

**CANANGA.**—At the recent rates the market is steady. Spot, 10s. 6d.; shipment, new crop, 8s. 6d. per lb., c.i.f.

**CARAWAY.**—Dutch rectified is selling slowly on a steady market. Five cwt., 8s. 6d.; one cwt., 8s. 10d.; smaller parcels, up to 9s. 5d. per lb., landed. Crude, 5d. per lb. less.

**CASSIA.**—Market is steadier, but still quiet. Spot, 4s.; shipment, about 3s. 7d. per lb., c.i.f.

**CEDARWOOD.**—Some offers of American have been rather cheaper, with shipment about 1s. 2d., c.i.f.; spot, in small lots, 1s. 4d. African oil is competitive, but does not receive much inquiry.

**CINNAMON LEAF** continues to find a restricted business, with Ceylon oil about 2s. 10d. to 3s. per lb., spot. Shipment, 2s. 7d. per lb., c.i.f.

**CITRONELLA.**—Inquiry has again been fair and the tone forward for Java is slightly better. Spot, drums, 1s. 7d.; smaller packing, 1s. 7½d. to 1s. 8d.; shipment is now steady from 1s. 3d. per lb., c.i.f. Ceylon is unchanged and rather dull. Spot, small lots, up to 1s. 4d.; shipment, about 1s. 0½d. per lb., c.i.f.

**CLOVE.**—The position here continues fully steady, with very little Madagascar offering forward. Spot, 3s. 4d. to 3s. 6d.



per lb. English-made oil, 3s. 6d. to 3s. 9d. per lb., and slightly less for bulk quantities.

**EUCALYPTUS.**—Market is firm and business is moderately good. Australian, 70 to 75 per cent., 1s. to 1s. 0½d.; 80 to 85 per cent., 1s. 1d. to 1s. 1½d. per lb., landed, in fair quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb., spot.

**GERANIUM.**—Continues dull but tending steadier forward. Bourbon, spot, 21s. 6d.; shipment, 19s. 3d., c.i.f. Algerian, spot, 22s. 9d.; shipment, 21s. 6d. per lb., c.i.f.

**GINGERGRASS.**—Occasional small business. Spot, 4s. 8d. to 4s. 10½d.; shipment, about 4s. 3d. per lb., c.i.f.

**HO (SHUI).**—A little business on spot. Quoted from about 1s. 8½d. to 2s. per lb., as to quantity and quality.

**JUNIPER BERRY.**—Inquiry has been maintained, with prices quite steady. Genuine oil, about 3s. 4d. to 3s. 6d., with the finest quality up to 5s. per lb., landed.

**LAVENDER.**—The position at the source continues very firm and the limited remaining stocks are firmly held by shippers. Finest Mt. Blanc, 38 to 40 per cent., is offered at 27s. 6d. to 30s., landed; a good standard quality at about 22s.; and other offers are down to 15s. 6d. per lb., landed. Lavandin, new crop, is dearer and short at about 14s. 6d. per lb., landed.

**LEMON.**—A limited business in the shipment market for Sicilian oil, described as hand-pressed, is reported, with quotations at about 3s. to 3s. 3d. per lb., c.i.f. Spot oil from 3s. 2d. to 3s. 6d. Machine made, 2s. 9d. per lb., c.i.f. Californian is unchanged on spot: large drums, 1s. 10½d.; small drums, 1s. 11½d. per lb.

**LEMONGRASS.**—The shipment market tends to be rather firmer, although inquiry has been quiet with the quotation 3s. 4½d. per lb., c.i.f. At the moment there are spot sellers at 3s. 6d. to 3s. 8d. per lb., as to quantity.

**LIME.**—Market is steadier; some spot demand. West Indian, 21s. to 22s. per lb. for small parcels and less for bulk lots.

**MANDARIN.**—A good deal of business is reported this week. Spot, 12s. 6d. to 14s. 6d., as to quantity and quality. New crop, for shipment, about 12s. 9d., c.i.f.

**NEROLI.**—Market steady but quiet. Quoted at 14s. 6d., 16s. 3d., 20s. 6d. and 22s. 6d. per oz., as to quality.

**NUTMEG.**—Average demand on spot, with English-made oil in the region of 5s. 6d. per lb., as to quantity.

**ORANGE.**—There is still no definite news of the shipment price for new crop French Guinea oil from reliable sources. Sicilian sweet for shipment is nominal, with spot oil quoted at about 6s. to 7s. per lb., as to source and quantity. Californian is steady: one case, 2s. 4½d.; two or more cases, 2s. 4½d. per lb., spot.

**PALMAROSA.**—This market continues firm. Shipment is fully steady at 5s. 3d. per lb., c.i.f., with spot holders quoting from 5s. 3d. to 5s. 6d. per lb., as to quantity.

**PATCHOULI.**—The shipment market is very firm and some offers this week have been up to 8s. 9d. per lb., c.i.f. Meanwhile there are spot sellers in the region of 8s. 6d. per lb.

**PEPPERMINT.**—Except for a limited afloat inquiry, the market remains dull and is rather easier. Spot, 4s. 4½d.; afloat, 4s. 3d.; shipment, October-December, 4s. 3d.; January-March, 4s. 1½d. per lb., c.i.f. Japanese shippers quote about 4s. 4d. per lb., c.i.f. The American natural oil in drums is rather easier at about 3 dollars 25 cents per lb., c.i.f., with not much business moving.

**PEITGRAIN.**—Some fair spot business; market steady. Spot, about 4s. 4d.; shipment, December-January, 3s. 9d. per lb., c.i.f.

**ROSEMARY.**—Rather firmer, with quite a fair business moving. Spanish, finest quality, 2s. 1d. to 2s. 2d.; second quality, 1s. 8d. to 1s. 10d. per lb., spot, in fair quantities.

**SANDALWOOD.**—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 6d. per lb.

**SASSAFRAS.**—A modest inquiry, with a standard quality oil quoted in the region of 4s. per lb. Artificial oil at cheaper prices.

**SPEARMINT.**—Not very much inquiry. Spot, small lots, 8s. 9d.; shipment, 7s. 9d. per lb., c.i.f.

**SPIKE.**—This market is very firm, with genuine Spanish oil sold on spot up to 5s. 7½d. per lb., for a moderate quantity. Practically nothing available at the source. French, spot, 9s. per lb.

**VEIVERT.**—Dull, with spot offers about 33s. 6d. for small lots and shipment at 28s. 9d. per lb., c.i.f.

**WORMSEED.**—Business has been unimportant. Spot, about 9s. 9d.; shipment, 8s. 9d. per lb., c.i.f.

## Commercial Notes

**U.S.A. CHAMOMILE IMPORTS.**—Arrivals during the period January-August, 1934, totalled 198,260 lb., valued \$21,151, compared with 79,479 lb. (\$8,433) during the same period of 1933. Imports during the whole year 1932 amounted to 141,619 lb. (\$16,615).

**ZANZIBAR CLOVES.**—The trade for the period July-September, 1934, was as follows: Total supplies, Zanzibar and Pemba, 189,887 frasilas, with exports totalling 263,290 frasilas. These figures represent in standard bales 39,973 arrivals from plantations and 65,822 bales exported to all destinations. Town stocks have been reduced by 25,849 bales (103,000 frasilas).

**JAVA CITRONELLA OIL.**—The chief countries of destination of Java exports are as follows:—

Countries	1928	1929	1930	1931	1932	1933
						(Metric tons)
Netherlands ...	62	67	61	69	69	119
Great Britain ...	154	25	47	73	96	247
Germany ...	83	36	70	99	49	96
France ...	406	291	216	193	206	301
United States ...	317	298	221	236	366	473
China ...	31	25	33	32	34	65
Japan ...	54	64	72	71	74	111
Australia ...	11	11	10	14	6	7
Italy ...	—	33	64	82	77	74
Hong Kong ...	—	10	4	6	6	3

**AMERICAN EXPORTS AND IMPORTS OF PEPPERMINT OIL.**—Shipments of the domestic oil and arrivals of the Japanese oil were as follows:—

	Exports		Imports	
	Lb.	Value	Lb.	Value
		\$		\$
1929 ...	221,561	795,464	379	2,069
1930 ...	233,294	700,177	617	2,723
1931 ...	229,537	438,202	1,815	2,545
1932 ...	262,210	455,017	7,612	4,993
1933 ...	234,709	566,734	87	492
1934 (8 months) ...	167,896	449,114	...	...

**U.S.A. IMPORTS OF ESSENTIAL OILS, CRUDE DRUGS, ETC.**—Landings for the periods January-September, 1933 and 1934, were as follows:—

	Jan.-Sept., 1933		Jan.-Sept., 1934	
	Lb.	\$	Lb.	\$
Cassia and cinnamon ...	310,000	146,662	243,342	159,580
Geranium ...	83,560	291,127	104,414	499,906
Otto of rose ...	26,302*	154,250	19,808*	156,234
Bergamot ...	50,175	54,814	56,473	76,116
Citronella and lemon-grass ...	1,249,453	432,017	1,559,363	543,022
Lavender and spike lavender ...	150,753	174,519	170,007	402,127
Lemon ...	208,147	113,964	164,620	117,286
Orange ...	129,061	92,783	113,809	117,953
Sandalwood ...	1,772	8,609	82	883
Lime ...	30,983	160,012	39,301	203,691
All other essential oils...	2,067,481	551,042	2,188,155	953,106
Balsams, crude ...	248,000	69,000	310,000	79,000
Gum acacia ...	4,362,000	201,000	5,229,000	316,000
Tragacanth ...	1,934,000	315,000	1,037,000	274,000
Kadaya and talka ...	3,434,000	188,000	3,297,000	313,000
Other gums and resins ...	3,923,000	262,000	2,434,000	252,000
Cinchona bark ...	1,076,088	309,012	1,048,989	407,000
Pyrethrum ...	6,530,522	849,732	7,196,632	1,410,395
Licquorice root ...	23,124,089	487,882	38,928,817	662,476
Licquorice extract ...	879,907	104,440	322,088	47,861
Opium, crude ...	93,516	233,550	83,258	305,548
Plantago psyllium seed ...	3,950,344	224,356	1,317,883	93,330
Senna ...	1,261,358	56,868	875,531	42,313
All other crude drugs ...	9,911,164	760,961	15,974,953	1,468,065
Quinine sulphate and other Cinchona derivatives ...	2,407,000*	823,000	2,695,000*	1,164,000
Santonin ...	1,717	82,300	818	32,000
Menthol ...	219,000	454,000	371,000	719,000
Agar-agar ...	600,000	149,000	381,000	125,000
Cod-liver oil (gals.) ...	2,585,000	1,193,000	2,754,000	1,733,000

\* Ounces.

**U.S.A. CASEIN IMPORTS.**—Arrivals during the period January-September, 1934, totalled 1,136,121 lb., valued at \$116,558, compared with 6,699,100 lb. (\$345,369) for the same period of 1933. The Argentine was the chief source of supply.



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## The Chemist's Shop

SIR,—“A Woman Customer” is to be congratulated on the explicitness of her article (*C. & D.*, December 8, p. 693). She has shown us that if we are to be suppliers of many articles used in the household, we must cater specially for her custom in cosmetics, and what may be termed luxury goods. Another point which she stresses is that she relies on her chemist (because of his training and qualification) to be her adviser or confidant on the many articles, other than medicines, which she gets from him. We may learn from this that if we concentrate on woman's luxuries, we are much more likely to receive her custom than the various other traders who stock such articles. The chemist has here a unique opportunity, and one which I hope he will not miss. I thoroughly agree that the stocking of cheap jewellery, beads, etc., lowers the tone of a chemist's business. The better training of chemists in the art of cosmetics is very desirable, and I would suggest that where there is a woman connected with the business, she should be given special opportunities to acquire this knowledge. The conclusion one arrives at after reading and re-reading both articles on “The Chemist's Shop” is that there are great possibilities in the field of women's and men's toilet requisites and personal luxuries, and that now is the time for us to go “all out” for them.

Yours truly,  
PROGRESS (8/12).

SIR,—While it is true that the public do not buy drugs in the same way that they would buy toilet goods or other articles of luxury, I cannot agree with the statement that “no drugs in drug bottles are sold because they catch the eye of the customer” (*C. & D.*, December 1, p. 662). If any chemist wishes to prove this, let him make a periodical window show of the more commonly used drugs, Epsom and Glauber's salts, senna pods, etc., in rounds or specimen glasses, backed up by cartons and price cards, and if his experience is the same as mine he will find that it makes a distinct improvement in the sale of these items. The shop rounds on the wall fixtures behind the front counter may not catch the eye of the customer in the same way, but I consider that they have a definite use in the impression made on customers and act as a symbol of our qualification. I do not think that qualification is always assumed; even the writer of “The Chemist's Shop” (*C. & D.*, November 24, p. 632) admitted that he knew nothing about it, and most people do not think of it at all. On more than one occasion in conversation I have explained that a chemist's shop must have a qualified person in charge, and it has brought the surprised remark, “Do you have to be qualified to be a chemist?”—Yours, etc.,

RONDO (4/12).

SIR,—The article on “The Chemist's Shop” (*C. & D.*, November 24, p. 632) is one of the most interesting which I have read for some time. The first lesson we can learn from your contributor is the necessity for educating the public to the importance of our qualification; he admits at the start that he has almost an entire ignorance of the qualifications of a chemist, and in this it is to be feared that he is representative of the great mass of the public. Up to the end of the last century the unmistakable sign of the chemist's shop was the carboy with its coloured water, and its display denoted not only the business of the proprietor but his qualification as well. To-day this has all gone, largely from economic pressure and the compulsion of competition; the rapid increase in the sales of proprietaries and toilet preparations by other traders, the encroachments of clinics and medical services on our drug sales, and other drains on our original business have led us to develop more on commercial than on professional lines. It may be that we have gone too far in this direction and that we should have made more serious attempts to keep the

pharmaceutical side more prominently displayed, but the question arises how far such a method would draw the custom of the buying public. The older generation might appreciate the distinction between the chemist and other trades, but the younger one has been brought up to the bazaar methods of shopping and would seem to be indifferent to the kind of shop at which they purchase their goods, mostly proprietaries or ready packed lines. Your contributor says that in his opinion the public demand for the service of the chemist as such is gradually diminishing; many pharmacists have realised that for some time, and it is the more reason why, to keep up their returns, they have been compelled to imitate the stores, but it does drive home the lesson that if we are to survive as a body examined and qualified to dispense medicines, we must concentrate on the endeavour to secure the right to carry on the work for which we are theoretically supposed to be in business. Pharmacy has now reached a point where, as I see it and obviously as others outside the trade see it, it must choose between this endeavour or a complete submergence to the fancy goods level, if indeed it has not degenerated too far for a choice to be made.—Yours faithfully,

AU DELA (6/12).

## Pharmacy Legislation in South Africa

SIR,—I have been reading in your issue of October 20 (p. 481) “The £ s. d. Value of the Poisons Act to the Chemist” and am again struck by the peculiar parallelism between pharmacy legislation in Great Britain and in South Africa. Mr. Carr's address, with slight alterations, might have been read before any body of chemists here. When our Medical, Dental and Pharmacy Act was “on the stocks” here in 1928, and we asked for bread in the shape of some protection from grocer, draper and barber irrupters into pharmacy, we were prepared to be given a stone—we hardly expected to have the stone thrown at us! So far from these people being dealt with they were confirmed and encouraged, their conduct formally approved and recognised, and a new class of trader created under “general dealer's licence” and “patent medicine licence” and in many cases under “agricultural poisons licence” to do absolutely everything a chemist does save only dispense prescriptions and sell scheduled poisons. As in rural South Africa doctors invariably do their own dispensing, and as poison sales (other than agricultural poisons, insecticides, etc.) are negligible, all the new Act did for the chemist was to grade vast numbers of other traders with him and grade him with them. Any difference or distinction became a mere theoretical quibble in actual practice, and we are worse off than before.

I am sir, yours faithfully,

JOHANNESBURG PHARMACIST (15/10).

## Indiscriminate Sales by Wholesalers

SIR,—I am glad that Dublin chemists have made the position clear (*C. & D.*, December 8, p. 688) regarding their campaign against those wholesalers who are engaging in business practices which may be considered by fair-minded observers as not in accord with the traditions governing the relations between wholesalers, chemists and members of the public. There are certain classes which apparently, in the Irish Free State as in this country, try to obtain wholesale terms—I refer to medical students, nurses and often non-medical members of hospital staffs. I do not anticipate that much opposition will be offered to the cutting off of supplies here. The third class may, however, raise objections, as they are aware of the prices charged to the hospital by the wholesalers. A courteous letter, containing considered reasons why they cannot buy on best terms, will, I think, be found to do all that is necessary; and in the long run the members of the wholesale trades will welcome the dropping of business which is never, in the nature of



things, satisfactory. If nurses are given a professional discount by the retail chemist they can have no grievance.—Yours, etc.,

EMPLASTRUM (11/12).

#### Essential Oil of Curcuma Aromatica

SIR,—The rhizomes of *Curcuma aromatica* (wild turmeric, Kasturi Arisina in Kanada and Kasturi Manjal in Tamil) are mainly used in indigenous medical profession as an aromatic adjunct to other medicines used in skin diseases and impurities of the blood. We have on hand a good quantity of the essential oil of the same, and may I know if any of your readers can inform me of any specific medicinal use to which this oil can be put?

Yours faithfully,

KAIN RAY,  
Superintendent.

Government Industrial and Testing Laboratory,  
Malleswaram P.O., Bangalore.

#### P.A.T.A. Council Election—Retail Section

SIR,—I appeal for votes at the forthcoming election on behalf of Mr. S. N. Pickard, who has so faithfully served on this Council for thirty-eight years continuously. It is not only desirable, but essential, that there should be provincial representation; and as my chairman on the West Riding Pharmaceutical Committee, I can testify to the valuable services which Mr. Pickard has rendered to his fellow pharmacists.—Yours, etc.,

J. P. NORWOOD,  
Vice-Chairman, W.R. Yorks  
Pharmaceutical Committee.

Wath-on-Dearne.

SIR,—On behalf of the Manchester, Salford and District Branch of the N.P.U. we wish to recommend the candidature of Mr. E. H. Simmons to the electorate in the P.A.T.A. Council election. He is one of the retiring members of Council, and we are of opinion that the experience he has gained by many years' service on behalf of pharmacy, and the admitted excellence of his work, are the strongest recommendations we can put forward on his behalf. Mr. Simmons has the united support of his colleagues in his own area, and they hope that his practical knowledge and experience will continue to be available in the problems that have to be dealt with by the P.A.T.A. . . .—Yours faithfully,

J. W. Wood, Chairman;  
T. MILLER, Hon. Secretary.

Manchester.

#### Public Medical Services

SIR,—In the one or two reports I have read of public medical services where the chemists have come to an arrangement to take over the dispensing, the payment has been agreed at Tariff rates. This seems to me to be the most short-sighted policy possible. It is admitted that these rates are not profitable, and yet when there is an opportunity for obtaining more dispensing practice they are taken as the basis, thus creating a precedent which, if at some future date there should be an extension of medical benefit, it would be impossible for chemists to disclaim. "Common Sense" (*C. & D.*, December 1, p. 683) comments on giving up counter prescribing; if all dispensing of every kind was restricted to pharmacists, counter prescribing would go, but while doctors supply medicines and appliances as well as prescribe we should merely throw away our custom if we sent every person with a trifling ailment to the nearest surgery.

Faithfully yours,

ALL OR NONE (10/12).

#### Strategic Points in the Pharmacy

SIR,—In reply to "Observant" (*C. & D.*, December 1, p. 682), I have noticed the same tendency for some particular spot in the shop to be a better selling position than others, and, strange to say, it is not the place which I should have selected to make a special display. On my front counter there are two serving places with show stands between; one of these openings is next to the till where most of the customers are served

or get their change, yet it is the position at the far side of the other serving place which makes the most sales. I have tried to think out the reason for this many times without tracing any particular cause. There seems to be no advantage in the position, the lighting or the method of display; but the fact remains that when goods shown in other parts of the shop do not sell, a change to this one spot will start them moving. The front counter runs lengthways from front to back, and it is possible that customers automatically turn to the side nearest the entrance and take more notice of goods on that side. This is one reason why I am more in favour of the older method of planning the counters rather than the modern tendency to place the serving counter across the shop facing the door. When the counter is from front to back the customers spread themselves more equally along it with a better chance of seeing the goods; but when it is from side to side there is usually not the length of run, and they tend to bunch one behind the other, walking straight in and out again without troubling to look on either side. The best method to my idea is to have a serving counter on each side of the shop, but there is not sufficient floor space in most premises to allow this. Not only does this strategic point apply to the interior, but I find the same peculiarity with regard to window display; there is one particular corner of my window which is always a good selling position.—Yours truly,

IDENTICAL (4/12).

#### Too Many Manufacturers

SIR,—Your correspondent Mr. J. F. McNeal, writing (p. 713) under the heading "Too Many Manufacturers," has, in my opinion, put his finger on the cause of much of the trouble in the retail and wholesale sections of the drug trade to-day when he draws attention to the increasing number of manufacturing firms engaged in pharmaceutical trade. What has happened is that a few of the best-known manufacturing houses, with traditions which are deeply rooted in pharmacy, spend many thousands of pounds yearly on the upkeep of laboratories, not only for doing the usual analytical work but for research work as well. From these laboratories have come, year by year, reports of investigations which have become common property. They have sown and others have gathered in the harvest—others who themselves have done little or no research but have appropriated the results of their competitors. It would not be so bad if the statements they make in selling the particular goods were correct, but they are often half-truths. Many small firms seem to think there are "pots of money" to be made by manufacturing galenicals, selling chemicals and packing drugs. They have no traditions, they give little or no service to the retail trade, but they cut prices, being able to do so because their overheads are low. They get a certain amount of business from the retail trade but not enough; and so they spread their net wider and get in business from the great unqualified, including grocers, hairdressers, drapers and others. The pity of it is that the retail chemist does not realise the real position. One result of all this may be that the older houses will cease to interest themselves in the manufacture and sale of drugs and will turn their attention to proprietaries; the whole trade will suffer if this happens. One of these mornings the retail drug trade may wake to find that the price basis upon which a great part of their turnover has depended has been swept away, with results that may be disastrous. The only way to prevent the trouble that is threatening is for the retailers to support those manufacturers and wholesalers who have supported and who will support them by restricting to them all their medicinal preparations. I use the word "medicinal" advisedly, because I foresee a time approaching when discrimination will have to be exercised by many pharmaceutical manufacturing houses, who may decide to manufacture goods which can be marketed through other channels than the pharmacist. Such problems as are raised by your correspondent are fundamental to the future of the craft; and according to the way in which they are tackled will that future bring hope or despair.

Yours, etc.,

BEHIND THE SCENES (11/12).



## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

J. P. K. (29/78).—DISINFECTANT SPRAY.—

I			
Soft soap...	...	...	3 oz.
Isopropyl alcohol (or industrial methylated spirit) ...	...	...	3 oz.
Perfume ...	...	...	2½ oz.
Solution of formaldehyde ...	...	...	2 oz.

For use mix 2 oz. of this solution with one gallon of water, or less if necessary.

One of the following combinations may be used as the perfume:—

A		B	
Benzyl acetate ...	2 oz.	Oil of lavender ...	2 oz.
Geraniol ...	1 oz.	Oil of spike ...	1 oz.
Phenyl ethyl alcohol ...	1 oz.	Geraniol ...	1 oz.

II			
Oil of spike lavender ...	...	...	48 ml.
Oil of verbena ...	...	...	1 dr.
Oil of lemon ...	...	...	20 ml.
Camphor... ..	...	...	15 gr.
Oil of pine ...	...	...	100 ml.
Oil of eucalyptus ...	...	...	20 ml.
Solution of formaldehyde ...	...	...	30 ml.
Distilled water ...	...	...	1½ oz.
Isopropyl alcohol ...	...	to	8 oz.

Use 1 oz. to each pint of water for a spray.

D. J. B. (Baghdad) (15/88).—DEODORISED KEROSENE.

—The following method of deodorising kerosene is given in "Pharmaceutical Formulas," Vol. II, p. 739:—"To deodorise kerosene for use in sprays the following procedure is recommended:—

Sodium bicarbonate ..	..	225 parts
Water ..	..	1,900 parts
Dissolve and add to:		
Kerosene ..	..	1,900 parts

Shake for 30 minutes, then set aside for one hour and shake again for 30 minutes. Set aside until separation is complete and decant." This is the only effective method of deodorising kerosene that does not necessitate the use of special apparatus.

H. R. H. (30/88).—PUNCH.—The following is an old English recipe for punch which is stated to yield an excellent product: Take six lemons and two Seville oranges, rub off the yellow rinds of three or four of the lemons with lumps of fine loaf sugar, putting each lump into a bowl as soon as saturated with the oil and juice; then thinly pare the other lemons and Seville oranges and put these rinds also into the bowl, to which add plenty of sugar, and pour in a very small quantity of boiling water; then press the juice of all the fruit and follow by a little more warm water. Make up the sugar to 1½ lb. and the water to 1 gallon; to this add 1 quart of Jamaica rum and 1 pint of French brandy. The following is a modern adaptation:—

Citric acid ...	...	1 dr.
Sugar ...	...	4 oz.
Water, nearly boiling ...	...	2 pints
Rum ...	...	10 oz.
Brandy ...	...	5 oz.
Lemon peel or oil of lemon ...	...	a sufficiency

D. E. B. (18/88).—BARLEY SUGAR.—The following is a formula for barley sugar:—

White sugar ...	...	28 lb.
Cream of tartar ...	...	1½ oz.
Essence of lemon ...	...	1 oz.
Water ...	...	1 gallon

Dissolve the sugar in the water, bring to boil and add the cream of tartar. Then continue boiling to a temperature of 310° F. to the degree of "crack" as described in "Pharmaceutical Formulas," Vol. II, p. 578. Remove from fire, and after cooling add the essence of lemon and manipulate on the slab in the usual way.

## Legal Queries

R. P. M. (17/10).—Tincture of hyoscyamus comes within Part II of the Poisons Schedule. Consequently a mixture containing tincture of hyoscyamus may only be sold by chemists.

J. M. P. (1/11).—The inclusion of the words "rheumatism, neuralgia, lumbago and chilblains" on the label of the paste renders the article liable to medicine-stamp duty whether sold by chemists or by any other vendor.

J. J. H. (30/11).—According to the draft Poisons List iodine and articles containing over 3 per cent. of iodine would come within Part I of the Poisons List and their sale would be restricted to registered pharmacists, while preparations containing less than 3 per cent. of iodine would come within Part II.

T. B. R. (5/11).—The regulations governing the sale and use of preservatives in foods are fully explained in "Pharmaceutical Formulas," Vol. II, pp. 475-488. The only permissible preservative for jam, including marmalade, is sulphur dioxide in the proportion of 40 parts per million.

P. B. (30/11) has a son who was apprenticed to a chemist for a period of three years, which will expire in September next. The chemist's shop is in a "condemned" area, and the chemist intends after his lease expires in December to give up his business and accept employment as a commercial traveller. Can any claim be made against the chemist? [When the chemist gives up his business, the contract of apprenticeship will be automatically terminated. If a premium was paid for the three years' apprenticeship it would seem that the chemist would be liable to refund a proportionate part of the premium, and he might also technically be liable to pay compensation for breach of the contract, although in our opinion it is unlikely that more than a nominal sum would be awarded as damages.]

R. S. W. (23/10).—Article 9 (4) of Part I of the First Schedule to the Medical Benefit (Consolidated) Regulations (Scotland), 1929, makes it clear that, except in extraordinary circumstances a panel practitioner's consulting room must be outwith the premises of a chemist's shop. This article stipulates that "A practitioner is required to provide proper and sufficient surgery and waiting room accommodation for his patients, having regard to the circumstances of his practice, and such accommodation shall not except with the consent of the Committee or, on appeal, of the Department be in premises occupied by a chemist, and the practitioner shall not in the matter of accommodation discriminate between insurance patients and other patients."

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," December 15, 1884

### Condensed Milk

Condensed milk occupies an important position in the dietetics of the age, and, though its introduction, at least in the forms in which we are now accustomed to it, is, comparatively speaking, somewhat recent, the industry has already assumed enormous proportions. The modern method of condensing milk was originated by an American about thirty-five years ago, though it was some ten years later before it came to be considered a practical success. But the idea of preserving milk by concentration was by no means new, as, according to Marco Polo, the Chinese Tartars were, so far back as the thirteenth century, in the habit of preparing a condensed milk which differed from that now in use chiefly in this—that the fat was made use of for butter, while the preserved milk consisted simply of dried casein, milk sugar, and mineral matter. The processes for preparing condensed milk have been greatly improved upon of late years. . . . [From a paper read at Hawick by Mr. T. Maben, Ph.C.]



# HOWARDS' SALICYLATES ACID, SODA AND ASPIRIN



BEAUTIFUL  
PRODUCTS

COMPETITIVE  
PRICES for  
ALL QUANTITIES

## THE FINEST BRITISH MAKE

*Samples and Quotations on request*

**HOWARDS & SONS, LTD. (Established 1797) ILFORD**





PRESCRIBED by the medical profession . . . an important cosmetic basis . . . Oxide of Zinc is now available in attractive and convenient tins which will prove popular with the public and profitable to retailers,

"N.Z.O." oxide of zinc is a simple and effective treatment for cuts, burns, scalds, eczema, ulcers, etc.; it is a valuable application for sunburn, tender feet, redness of skin, etc.

Used in a very simple way during shaving, it ensures the smoothest and cleanest shave possible, and has a beneficial effect on the skin.

An attractive booklet, giving applications and methods of use, is enclosed with every package, and ample publicity is arranged. For details and prices apply to the manufacturers.

# N.Z.O.

## SUBLIMED OXIDE OF ZINC

THE NEWCASTLE-UPON-TYNE ZINC OXIDE COMPANY LTD., BIRTLEY, CO. DURHAM, ENGLAND.



### THE CONDENSED GAS CO LTD

HEALD GROVE, RUSHOLME, MANCHESTER, 14.

### DRY GAS IN DRY CYLINDERS

Nitrous Oxide.

Oxygen.

Carbon Dioxide.

Mixtures of Oxygen and Carbon Dioxide

### BRAND OF MEDICAL GASES

## BURNSIDE'S AUSTRALIAN EUCALYPTUS OIL

(Shipped by W. K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

### ALL B.P. GRADES

70/75% B.P.  
A specially rectified Oil of  
high and very uniform Quality

All Grades can be relied upon to be Constant in Quality,

15 PHLPOT LANE  
LONDON, E.C.3

Packed in Cases and Drums

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WHOLESALE ONLY

80/85% B.P.  
Distilled from E. POLYBRACHTEA  
The finest B.P. Oil obtainable  
Odour and Colour

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*Goods  
covered by  
Dangerous Drugs  
Acts offered  
subject to all  
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Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin  
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Pharmaceutical Chemicals and Preparations.

## T. & H. SMITH LTD.

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*Blandfield Works,  
Edinburgh,  
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FINEST QUALITY **CRUDE IODINE** GUARANTEED  
NOT LESS THAN 99%

EVERY CHEMICAL & INDUSTRIAL USER SHOULD  
APPLY for CURRENT PRICES & CONDITIONS to  
**ANTONY GIBBS & SONS**  
22 BISHOPSGATE, LONDON, E.C.2

representing  
CORPORACIÓN de VENTAS de SALITRE y YODO de CHILE  
Successors to  
ASOCIACION de PRODUCTORES de YODO de CHILE

## Glycerine

*We Supply ALL Grades for*

**PHARMACEUTICAL and  
MEDICINAL PURPOSES**

MAY WE HAVE YOUR ENQUIRIES?

**GLYCERINE LTD.** UNILEVER HOUSE, BLACKFRIARS,  
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## SOLAZZI Liquorice Juice

*The Chemist's Brand*

Should any enquiries as to the composition of SOLAZZI be received from the Public, Chemists are requested to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the following guarantee obtains with every parcel.

*Solazzi Juice is*

*guaranteed to consist entirely  
of the condensed extract of  
finest Calabrian Liquorice Root,  
without any admixture whatever*



# STURGE

## PRECIPITATED CHALK

FINEST PRECIPITATED CHALK GRADED  
AND STANDARDISED BY AN EXCLUSIVE  
MANUFACTURING PROCESS

JOHN & E. STURGE, LTD., WHEELY'S LANE, BIRMINGHAM, 15

MANUFACTURERS OF FINE CHEMICALS SINCE 1823

# HALMAGON

BRAND

World-wide Registered Trade Mark

TABLETS

## SAPO MOLLIS VIRID B.P.

**FOR PHARMACY & TOILET USE**

We are in a specially favourable position to quote. Prices and Samples sent on application. Please state quantity required. Wholesale only.

**BLEASDALE Ltd. MANUFACTURING CHEMISTS YORK**

### EPSOM SALTS

*Commercial and B.P. Qualities  
also Powdered*

### Glauber's Salt

*Commercial and B.P. Qualities  
and Desiccated*

### Zinc Sulphate

*Commercial and B.P. Qualities*

### Zinc Chloride

*Fused, Granulated and Liquid*

**WILLIAM  
BLYTHE  
& CO., LTD.**

Holland Bank Chemical Works

**CHURCH  
LANCASHIRE**

**Hyposulphite  
of Soda** *Pea Crystals*

**Lead Arsenate**  
*Paste and Powder*

**Precipitated  
Sulphur  
WEED KILLER**

*A list of our general Technical  
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# CHAS. ZIMMERMANN & CO. LIMITED

9-10 St. Mary-at-Hill, London, E.C. 3

Telegrams, Inland :  
"ACIDOLAN, BILGATE,  
LONDON"



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## CHEMICALS

### HALIBUT LIVER OIL

Highest Concentration  
(2,000 B.P. Units)

**MAXIMUM PURITY**

Prepared by special patented process—

Supplied in  
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CALCIUM GLUCONATE

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### SALHUMIN BRAND MUD BATH

(DRY EXTRACT)

Cartons of three packs  
sufficient for three baths

*Retail 7/6 per Carton*

Usual satisfactory discounts  
and no dead stock

NEW  
PHONE NUMBER

**MAN** SN. HOUSE

**6005**

(Four  
Lines)



# Alkaloids 'MERCK'

E. MERCK DARMSTADT



# E-MERCK

H. R. NAPP LIMITED,  
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LONDON, W.C. 2

Telegrams :  
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Telephone :  
Holborn 1444 (2 lines)

## PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

## WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

## LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.  
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.*

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# **BOOTS**

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# **IN MODERN**

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Prepared in our own Laboratories under strict scientific control, and, whenever necessary, biologically and clinically tested before issue.

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## **BOOTS PURE DRUG Co. LTD**

NOTTINGHAM - - ENGLAND

### **ACRIFLAVINE—BOOTS**

#### **BISMOSTAB**

(Injection of Bismuth, B.P.)

#### **CALCIOSTAB**

(10% Calcium Thiosulphate)

#### **CHLOROSTAB**

(Bismuth Oxychloride, Suspension in Isotonic Glucose)

#### **COMPOUND FLUID EXTRACT OF LIVER—BOOTS**

#### **DRY EXTRACT OF LIVER—BOOTS**

(Extract. Hepatis. Siccum, B.P.)

#### **HEPASTAB**

(Intramuscular Liver Extract)

#### **HEXYL-RESORCINOL**

(Capsules and Tablets)

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(Compound Liver Extract and Iron)

#### **NOVOSTAB**

(Neoarsphenamine)

#### **PITUITARY (posterior lobe) EXTRACT—BOOTS**

#### **QUINOSTAB**

(Iodo Bismuthate of Quinine,  
Suspension in Oil)

#### **SULPHOSTAB**

(Sulpharsphenamine)

#### **STABILARSAN**

(Arsphenamine Diglucoside)

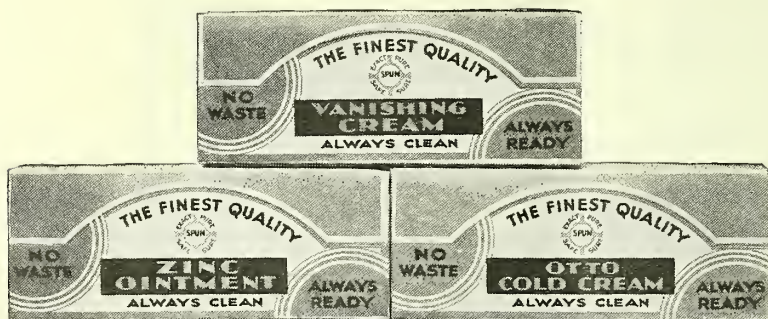
#### **THIOSTAB**

● (10% Sodium Thiosulphate)



# SPUN OINTMENTS

New Line in Handsome Tubes



Small 18/- per gross  
3 doz. in outer.

Large 30/- per gross  
1 doz. in outer.

*Hygienic and always ready for use.*

## NEW LINE IN PERFUMES

6 GLASS BARRELS IN  
ATTRACTIVE SHOW OUTER

4/- per Dozen Barrels.

## NEW LINE IN ESSENCES

6 GLASS BARRELS IN  
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5/- per Dozen Barrels.

*A  
Christmas  
Attraction*

Telephones: HOP 2422  
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Are you  
getting  
YOUR  
Bonus?



Without effort on your part—simply by tie-up display in your shop and window—this impressive press and poster advertisement will keep your Kay sales at the swift high-earning bonus turnover level. Why not write NOW for details?

**KAY BROTHERS LTD.**  
St. Petersgate Works, STOCKPORT.

## NOW PRESCRIBED BY OVER 3,000 DOCTORS!

"Curicones," the wonderful little anti-Rheumatic capsules, have so impressed medical opinion by their efficacy that more than 3,000 Doctors now prescribe them.

At the instance of their physicians, and in response to the still more intensified advertising now being conducted in the National Press, vast numbers of Rheumatic Sufferers are now turning to "Curicones" for relief. "Curicones" are indisputably one of the best selling lines available to Chemists at the present day.

One bottle ..... 5/-  
Three bottles ..... 14/-  
Six-bottle package ..... 24/-

# "Curicones"

THE PROVED REMEDY  
for all Rheumatic Ailments

STEPHEN MATTHEWS & CO., LTD.,  
19-21, Farringdon Street, LONDON, E.C.4.

# A BIG EVENT FOR CHEMISTS— BONUS ON 'ASPRO' 5's

'ASPRO' progress continues. Again during the past financial year all sales records have been broken. In no small measure this is due to the support and co-operation given to our publicity by chemists who have made continuous and practical use of our window displays and sales aids. Economic considerations have, in the past, prevented us from giving a bonus on 'ASPRO' 5's. Increased sales, however, have considerably reduced our overheads so we are now happily in a position to satisfy the repeated requests of our chemist friends for a bonus on the Unstamped 'ASPRO' 3d. size. We therefore announce that

**A BONUS OF HALF A DOZEN PACKETS OF  
5's ON EACH HALF-GROSS ORDER IS NOW  
GIVEN ON THE SAME TERMS AS OTHER SIZES.**

This makes the chemists' profit on 5's the same as on 10's. Order your 'ASPRO' now and take advantage of this valuable concession.

Write us for a window display, too, and show it continuously. It will connect you up with our record-breaking advertising campaign and bring customers into your shop just as though you had paid for the advertisements yourself.

## HERE IS OUR CURRENT DISPLAY

**Show it  
Continuously**

**Printed in  
full colours**



**Agents:**  
**GOLLIN & CO. PTY. LTD.**  
(‘Aspro’ Dept.), SLOUGH, Bucks.  
Telephone: SLOUGH 608

'ASPRO' consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND  
No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
LITTON & CO. LTD.



**E.S.T.P. (MARTINDALE)**

is now being widely  
prescribed for

**ECZEMA AND OTHER SKIN AFFECTIONS**

*It is obtainable only from*

**W. MARTINDALE**

*in the following sales packages :*

2 ozs. 2/6 - 4 ozs. 4/6 - 8 ozs. 7/6

**W. MARTINDALE, Chemist, 12 NEW CAVENDISH STREET, W.1**

**WARNING**

There are many types of Halibut Oil Confections now on the market. It behoves the pharmacist to exercise care in purchasing these.

Paramount Halicubes are toothsome sweets each having a definite Halibut Oil content, namely 1 minim of Crookes Halibut Oil. Being prepared *in vacuo* the vitamin content is assured.

This pleasant method eliminates the necessity of small-quantity dosage by parents. This is the only sweet of its kind having a definite dosage.

The medical profession has welcomed the idea, and regularly prescribes them. Medical recommendations mean substantial sales for you.

We will gladly undertake medical propaganda in your district and send you samples and prices on request.

**HALICUBES**

are worth investigating

Literature and showcards are available. Ask us for full particulars and our new catalogue containing details of our profit bringing propositions, and the chemists-only confections that sell.

*Write now to*

**PARAMOUNT PRODUCTS Ltd., Britannia House,  
BRADFORD**

**Tonic Tablets  
for Winter Profits**

SUPER TONIC TABLETS

**IRON-OX**

BRAND

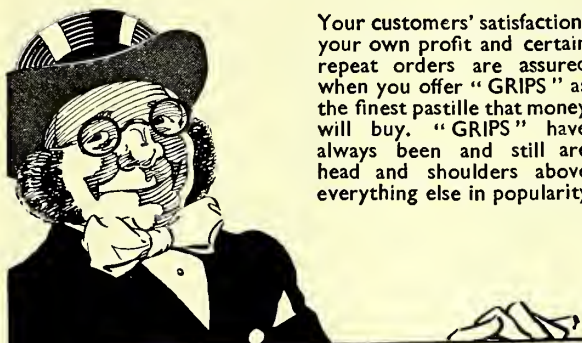
Now is the season when more and more people suffer from depressed vitality. If customers need a tonic you can confidently recommend Iron-Ox Tablets — an old established favourite. In new display outer, Iron-Ox Tablets readily sell themselves. A national advertising campaign will be in progress throughout the winter months. The demand will be brisker than ever. Make sure your stocks are adequate to meet it.

Full particulars and details of generous bonus trade terms on request.

**PHARMACAL LABORATORIES LTD.**

64 HATTON GARDEN,  
LONDON, E.C.1

# The Giant of the Pastille Trade



Your customers' satisfaction, your own profit and certain repeat orders are assured when you offer "GRIPS" as the finest pastille that money will buy. "GRIPS" have always been and still are head and shoulders above everything else in popularity

**"Grips" start every winter with millions of ready-made customers, and add to the number every week. Cash in on all this goodwill NOW!**

Agents to the Wholesale & Retail Chemists' Trade:

**THOS. CHRISTY & CO.,**  
4-12 Old Swan Lane, London, E.C.4



# 'GRIPS'

**First-Aid PASTILLES**

Made by Lightbowns, Ltd., Accrington



**J. C. ENO Ltd.**

*wish all  
their friends  
at home and  
abroad  
the  
Compliments  
of the  
Season*



# Use these links with the new BRAND'S ADVERTISING



**Y**OU know Brand's. For generations the name has been a household word. To sell a pot of Brand's to anyone with a sick relative or friend, a reminder is almost all that is necessary. These showcards are reminders that would sell more Brand's for you even without the backing of the new Brand's advertising in the press. Yet newspapers and periodicals with circulations totalling 4,000,000 are carrying Brand's advertising from now on (in addition, chemists in London and Greater London have the support of Brand's advertising on the Underground railway). All this advertising makes it even more worth your while to make full use of these free display pieces which are now being printed. You obtain them either from your usual wholesaler or from Brand & Co. Ltd. To get yours immediately they are ready, ask for them now.

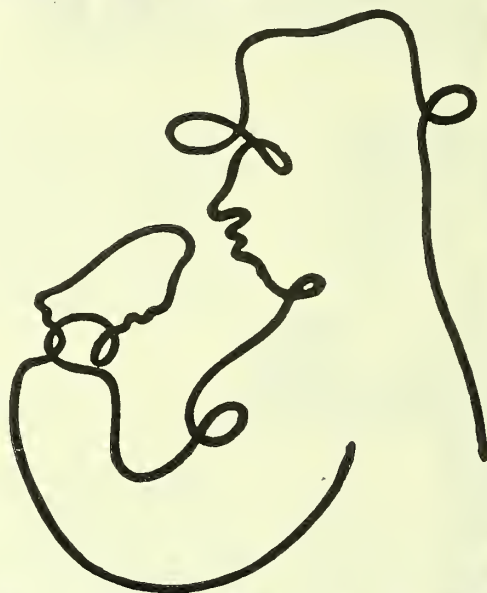
*to bring you bigger sales of*  
**BRAND'S ESSENCE**

BRAND & CO. LTD., MAYFAIR WORKS, SOUTH LAMBETH ROAD, LONDON, S.W.8.

(1). REPRODUCTION OF UNDERGROUND RAILWAY CARDS size 11 inches deep by 24 inches wide, supplied with loop for hanging, and strut for standing. Printed in five colours, this is an excellent display piece for hanging on your wall or in the back of your window, or for standing on the top of display cases or shelves.

(2) and (3). TWO DIGNIFIED SHOWCARDS printed on fine white card and supplied to hang or stand, each 9½ ins. high by 6½ ins. wide. These are handy to put in your window or on your counter with a pot or two of Brand's Essence standing beside them.

## GIVE 'EM JOCKS!



# JOCKS

## STOP THAT TICKLING

Tickling in the throat—can't stop coughing—wants something—quick relief—here's the very thing—tin of Jocks—only threepence—quick sale—pleased customer—don't forget.

Definitely a line which sells quickly. Retail 3d. a tin. Priced 2/3 per doz. tins in attractive display outer. Ask for sample :

HIRST, BROOKE & HIRST LTD., MFG. CHEMISTS. SHEEPSGAR WORKS, LEEDS.



# A HANDFUL OF DAILY SELLERS

**BEECHAM'S PILLS**  
**BEECHAMS<sup>BRAND</sup> POWDERS**  
**BEECHAMS<sup>BRAND</sup> LUNG SYRUP**  
**LACTOPEPTINE<sup>BRAND</sup>**

You as a progressive chemist must realise that under modern competitive conditions it is essential that your business should function busily for 300 days of the year, and consequently you must stock and push those goods which sell on each and every one of those 300 days—You must concentrate on the DAILY SELLERS. That is the only basis for really profitable business. Now the Beecham Products are looked upon as being the best DAILY SELLERS in the TRADE. There are no losses on them. All damaged stock is replaced free. They are protected under the regulations of the P.A.T.A., yield fair profits, and are by far the best paying proposition to handle. As we regard everybody as a potential customer for one or more of our lines, keep the Beecham Products before the public and increase your Daily profits.

A  
BEECHAM  
PRODUCT

STOCK MORE—  
 SHOW MORE—  
 SELL MORE—  
**BEECHAM  
 PRODUCTS**

The 'Beecham Seal' is a symbol of purity, safety, efficacy. It emphasises the superiority of the BEECHAM PRODUCTS.



**BEECHAMS PILLS LTD.**  
**ST. HELENS, LANCs.**



# DRUGGISTS SUED FOR "ARGYROL *brand* SILVER VITELLIN" SUBSTITUTION

EXTRACT FROM THE AUSTRALASIAN JOURNAL OF PHARMACY, dated 30th April, 1934

"Thirty Pittsburgh druggists, accused by the A. C. Barnes Company of New York of having substituted other preparations for Argyrol brand silver vitellin, a trade-marked product of the A. C. Barnes Company, were sued recently by the manufacturer. A show cause order was signed by Judge Gibson, of the United States District Court for the western district of Pennsylvania, the returnable date for a motion

for a preliminary injunction being March 13th. This is the second drive undertaken by the A. C. Barnes Company against druggists substituting other preparations for its Argyrol. The first clean-up occurred in Trenton, N.J., last August, and as a result the five druggists sued all consented voluntarily to an injunction restraining them from substituting other products for Argyrol in future."

*"Argyrol" is a registered trade-mark, the property  
of A. C. BARNES AND CO. (INC.)*

*Established 1880*

**H. E. STEVENSON & Co., Ltd.**

*Wholesale Export Druggists,*

10 Pancras Lane,  
Queen Victoria Street, London, E.C.4

**Halibut  
Liver Oil**

*Finest Refined Quality*

*Guaranteed Vitamin Content*

*Also in*

Bottles of 25×3 m Capsules beautifully  
packed. 17/- per dozen.

5 c.c. vials in cartons. 15/- per dozen.

**H.L.O. Emulsion**

*We help you to sell this  
non-alcoholic Ginger Wine*

not that our help is absolutely necessary, for in thousands of cases it sells itself. New customers, however, will be attracted by the smart and telling advertising matter we send out for display purposes. This includes our latest "Savings Bank" novelty. We pay you for the window display and a generous profit is assured.

**GOOD  
it's  
Mason's**

**MASON'S  
GINGER WINE ESSENCE**

*For full particulars write  
NEWBALL & MASON, LTD., NOTTINGHAM.*

# SHERLEY'S

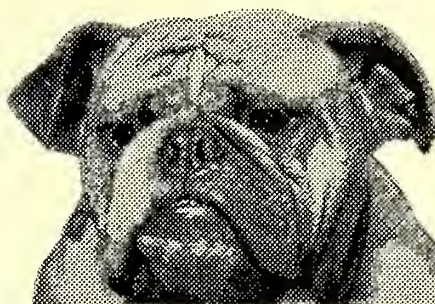
THE NAME THAT  
Stands For  
SALES

The name of Sherley's stands pre-eminent for Canine Medicines of purity, safety and efficacy. Sherley's ensure satisfaction for your customers and a handsome profit for you. Keep a good stock of this popular range, comprising

**Tonic and Condition Powders, Worm Capsules and Powders, Canker Lotion and Powder, Skincure—Insect Powder, Cough Tablets—Fit Tablets, etc., and the following Foods: Lactol and Lactol Biscuits**

They are extensively advertised in the National and Canine Press and their big sale enables you to take advantage of the special extra discounts for £2 parcels and window display. A postcard brings full particulars.

A. F. SHERLEY & Co. Ltd., 18 Marshalsea Road, London, S.E.1.



## SHERLEY'S DOG MEDICINES



*Buy direct  
from the Makers*

WE ARE ACTUAL MAKERS  
OF ALL TYPES OF  
**CHEMISTS' SIGNS**

Illuminated from 65/-  
Non-illuminated " 47/6

*Let us quote you*

SCINTILLATING SIGN SERVICE,  
68a COLEBROOK ROW,  
ISLINGTON, N.1  
Telephone: CLERKENWELL 1310

## ANADIN Brand TABLETS

ANODYNE COMPOUND



For Headache,  
Toothache, Earache,  
Neuritis, Neuralgia,  
Colds, Rheumatism,  
Pains after Tooth  
Extraction.

*Manufactured by*

**ANADIN LTD.** CHENIES ST. LONDON, W.C.1

AN OLD-FASHIONED—BUT REALLY EFFECTIVE  
remedy for **COUGHS, COLDS, IN-  
FLUENZA** and **BRONCHIAL** troubles

# Licoricine

ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

**MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne**

### TERMS

10½d. size, 8/6 per doz.  
1/3 " 12/- "  
3/- " 27/- "

Less 5% dis. on £8 orders.  
Carriage paid on orders of  
£3 and over.



# GALLOWAY'S COUGH SYRUP

*SHOWS NEARLY 50% PROFIT  
WHEN BOUGHT ON BEST TERMS*

## A £5 ORDER

ENTITLES YOU TO

**10% DISCOUNT and 2½% for Prompt Cash**

**1/3 SIZE 12/- PER DOZ.**

**2/6 „ 24/- „ „**

*CARRIAGE AND PACKING FREE IN UNITED KINGDOM*

## FAMILY LUNG SYRUP

**Special Offer for £5 Parcel**

**6½d. size - - - 4/9 per doz.**

**1/- „ - - - 9/- „ „**

**1/6 „ - - - 13/6 „ „**

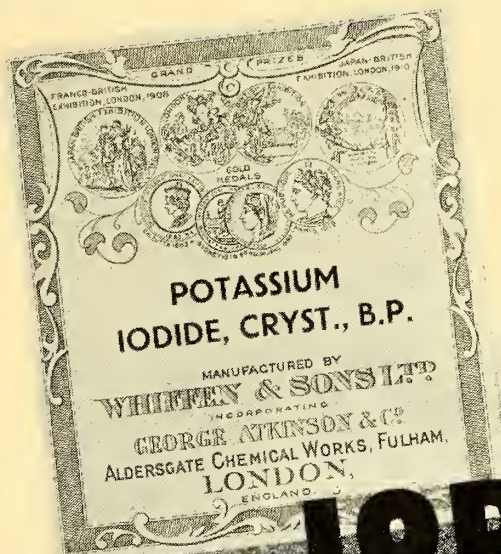
**5% DISCOUNT AND 2½% FOR PROMPT CASH**

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**LOOK TO YOUR STOCKS AND  
SEND YOUR ORDER NOW**

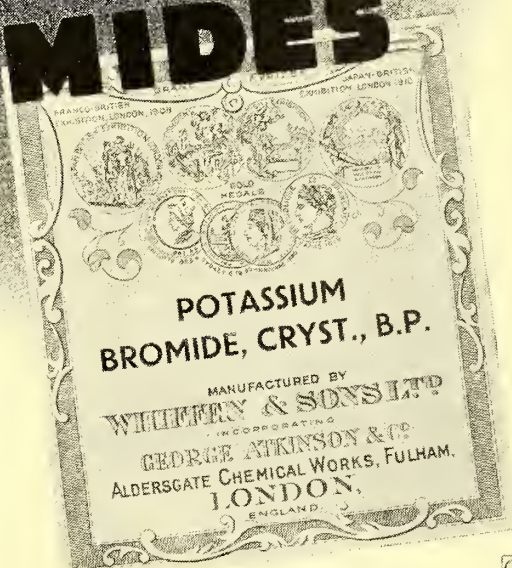
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**P. H. GALLOWAY, LTD.  
LONDON, S.E.17**



ALKALOIDS AND  
FINE CHEMICALS

# IODIDES Whiffen BROMIDES



DRUG GRINDING

ESSENTIAL OILS

VERMILION

**WHIFFEN & SONS LIMITED, FULHAM, LONDON, S.W.6**

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10.1.34

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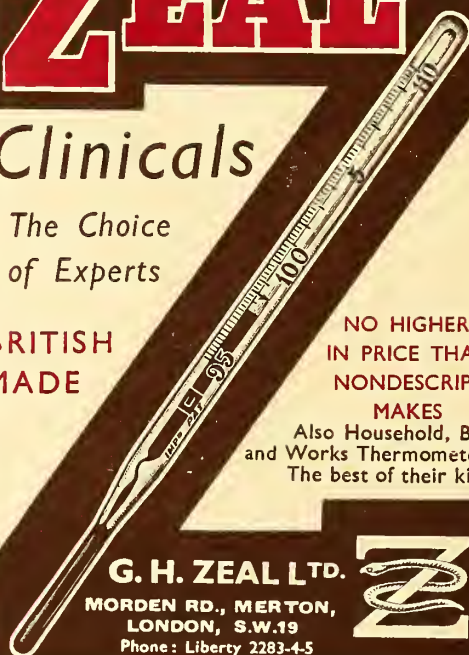
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# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

DECEMBER 15,  
1934

28 ESSEX STREET, LONDON, W.C.2

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

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2.—WEST END.—Good-class Dispensing Business returning over £2,000 per annum; purchase price £1,275 or valuation terms entertained.

3.—LONDON, N.—Neglected Business for immediate disposal; large Panel; returns year ended August, 1934, £1,475; stock and fittings worth between £300 and £400; net rent £34 per annum; first reasonable offer will be accepted.

4.—WIMBLEDON.—Good-class Dispensing and General Retail Business with increasing turnover; present rate £1,600 per annum; large shop in main road; modern flat over; held on lease; stock and fixtures worth about £700; open to offers.

5.—FOREST HILL (Near).—Old-established Retail Business for sale on account of death of owner; returns 1934, £1,045; at present being conducted under management; large double-fronted shop and dwelling-house; long lease; low rent; stock and fixtures worth £415; valuation terms entertained.

6.—LONDON, W. (Suburban).—Middle-class Business occupying main-road position; returns 1934 approximately £1,200; stock and fixtures worth £487; rent £78; 16 years' lease; price £650; part payment entertained.

7.—OLD-ESTABLISHED City Business; excellent position; returns between £40 and £45 weekly with scope for large increase; stock and fixtures worth about £650; in order to sell before Christmas the Vendor is prepared to make a sacrifice.

8.—STREATHAM (Near).—Middle-class Business with N.H.I.; returns, under management, £20 weekly; scope for large increase; gross profit 35 per cent. to 40 per cent.; stock and fixtures worth £475; rent £75; 21 years' lease; price £450.

9.—PLEASANT KENTISH VILLAGE (15 miles out).—Medium and Good-class Dispensing Business with N.H.I.; returns 1934, £1,147, increasing; net profit nearly £300; double-fronted shop and flat with 3 bedrooms; rent £65; long lease; price £750.

10.—S.W.1.—Middle-class business established over 40 years; returns 1933, under management, £2,295; chartered accountant's figures; net profit to owner-manager would be in the neighbourhood of £600 yearly;

stock worth between £700 and £800; terms, valuation of stock and fixtures plus an agreed sum for goodwill.

11.—SURREY.—Good-class Family Retail and Dispensing Business; increasing turnover, 1934 will be £2,200 or more; net profit exceeds £600; modern house with bathroom, garden and garage; price required for business £1,450; the property must also be purchased, the price of this being £1,650; £1,200 can be raised on mortgage.

12.—MIDLANDS.—Good Middle-class Business; established many years; returns exceed £2,000; gross profit 35 per cent.; stock and fixtures worth £1,050; price of business £1,100 if property is also purchased; lease will be granted if required.

13.—EAST COAST.—High-class Chemist's Business with Wine and Spirit Licence; established 40 years; returns exceed £6,000 per annum; intending purchasers with £3,500 at command will be furnished with full details.

14.—BIRMINGHAM.—Neglected Business for immediate disposal; returns 1933, £802; gross profit 38 per cent.; rent £40; new lease; stock and fixtures worth £650; price to be arranged; £300 down and balance by instalments.

15.—BERKSHIRE.—Good-class Business, recently established; present returns between £12 and £15 weekly; rent £52 rising; long lease; price £250.

16.—SHROPSHIRE.—High-class Toilet and General Retail Business; returns 1934, £2,046 under management; gross profit £925; price £1,500 which represents the value of stock and fixtures only.

17.—NORFOLK COAST.—Good-class Business occupying premier position; returns under management £1,969; stock and fixtures worth about £820; large house; rent £100; price £1,250 or valuation terms entertained.

18.—WEST OF ENGLAND (Health Resort).—Good Middle-class Retail Business with small Optical connection; returns 1933, £2,355; main-road position; rent £130; sublet £52; long lease; price £1,650 or £480 for goodwill plus stock and fixtures at valuation.

19.—MAIDENHEAD (Near).—General Retail Business with increasing turnover; present rate £20 weekly; stock and fixtures worth £550; house containing 3 bedrooms; rent £80; long lease; price about £750.

20.—WEYBRIDGE (Near).—General Retail Business with large prescribing and good opening for Optics; returns between £20 and £25 weekly; small house; rent £104; long lease; price £550.

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Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for disposal

Lancashire and District Representative: Mr. E. Brown, 21 Davenport Road, Hazel Grove, Stockport.

(C1) WEST COUNTRY.—Up-to-date pharmacy, situated in progressive seaside resort; net profit upwards of £1,500 per annum; substantial capital requirements, as the business carries a heavy stock; initial details will be forwarded to genuine prospective purchasers upon receipt of bankers' references.

(C2) LIVERPOOL.—Elegantly fitted and very attractive main road pharmacy, with excellent living accommodation; present returns approximately £1,500 per annum; abundant scope for further increase; rent £80; lease 21 years or freehold could be purchased; price £1,150, constituting little more than the value of stock and fixtures; well recommended.

(C3) HOUNSLOW (NEAR).—Exceptionally good profit-earning business, with large house, including bathroom, etc.; certified turnover for last financial year, £1,674; gross profit £637; dispensing for five doctors, resident in the vicinity, is undertaken, and the business possesses a good-class clientele; rent £72; net profit to owner-proprietor, £450-£500 per annum; no near opposition; good reasons for disposing; price all-at £950.

(C4) GOLDERS GREEN.—Drug store with excellent scope for substantial development; present returns approximately £1,750 per annum; attractive well fitted lock-up shop, with flat available if required; reasonable rental; price £950 or near offer; a trial for any reasonable period will be granted.

(C5) ESSEX COAST.—Good middle-class business, occupying premier position in popular seaside resort; present turnover approximately £2,600 per annum; genuine scope for substantial increase; price £1,600 or near offer.

(C6) HOVE.—Established old-time pharmacy, situated in good-class residential area; present returns approximately £1,000 per annum, and steadily increasing; high profit rental and very low overhead expenses; good reasons for disposing; price £850 or near offer.

(C7) CORNWALL.—Attractive up-to-date pharmacy, situated in main street of popular seaside resort; turnover for last financial year, £2,355; optical collection; net profit approximately £500; accountant's figures available; small flat above at present sub-let; reasonable rental; price £1,650, including stock and fixtures estimated at £1,170.

(C8) LONDON, N.W.—Established working-class business with large N.H.I.; turnover for 1933-34 financial year, £1,182; gross profit £517; net profit approximately £350; rent and rates £73 per annum inclusive of house; reasonable purchase price.

(C9) YORKSHIRE (WEST RIDING).—Attractive main-road corner pharmacy, with abundant scope for extension; present turnover approxi-

mately £2,400 per annum; net rent £108; lock-up shop; price £950 or near offer.

(C10) GLAMORGAN.—Old-established family and dispensing business situated in leading business thoroughfare; turnover upwards of £3,000 per annum, with abundant scope for further increase; rent £200; price £1,600, including stock and fixtures estimated at £1,100.

(C11) COUNTY DURHAM.—Good profit-earning business, with excellent house, including bathroom, garage, etc.; turnover approximately £2,000 per annum; net profit £450; large N.H.I.; wine licence; price about £1,100; open to offer.

(C12) BIRMINGHAM.—Good-class modern pharmacy, with excellent house above, containing all up-to-date conveniences; turnover for last financial year £1,791; net profit approximately £400; rent £105; business easily conducted; price £1,250, or offer.

(C13) WIMBLEDON (NEAR).—Up-to-date, well-fitted pharmacy, with modern flat above, for disposal at very reasonable figure; present returns approximately £30 per week, and steadily increasing; audited accounts available; reasonable purchase price.

(C14) ESSEX (SEASIDE RESORT).—Attractive main road corner pharmacy (lock-up), with excellent potentialities; present returns upwards of £1,500 per annum; particularly good scope for optics; reasonable rental; price £675 all-at, representing a most attractive offer, due to the fact that an early sale is desired.

(C15) NORFOLK.—Genuine market town business, with good living accommodation, for quick disposal; turnover (certified) for 1933-34 financial year, £1,769; returns from March to October this year amounted to £1,072; every investigation welcomed; rent £80; reasonable purchase price.

(C16) GLOUCESTERSHIRE.—Progressive up-to-date business, with living accommodation, including good garden; present returns upwards of £25 per week, and steadily increasing; rent and rates £52 per annum; price by negotiation.

(C17) ACTON.—Established lock-up pharmacy, situated in semi-main shopping thoroughfare; turnover approximately £1,500 per annum; rent and rates £80; good scope for further increase; a quick sale is desired, and the first reasonable offer will be accepted.

(C18) DEVON.—Unopposed country pharmacy, situated in main shopping thoroughfare; fitted in modern style; present returns, under management, approximately £1,000 per annum; excellent scope for increase; reasonable purchase price.

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3.—THAMES VALLEY.—Good-class Business; pleasantly situated; no near opposition; turnover £1,000, increasing; good house, garage, &c.; rent £80; stock and fixtures worth about £600; price £750 or valuation terms arranged.

4.—WESTCLIFF-ON-SEA.—Sound Progressive Cash Business; present returns £27 weekly; not season trade; steadily increasing; corner position; good flat over; moderate rent; price £800, or £350, stock at valuation; recommended.

5.—KENT.—Village Business; few miles out; no opposition; returns £1,150; net profit £290; large shop, with house attached; rent £65, sublet £48; long lease; price £750.

6.—SOMERSET.—Light Cash Retail; in seaside resort; returns about £950, increasing; net profit £240; stock worth over £300; price for early sale £400.

7.—WEST END.—Old-established Business, entirely under management; easy hours; returns £60 to £70 weekly; large pharmacy, well fitted and excellent stock; price £1,850, little more than valuation of stock and fixtures.

8.—HORNSEY (near).—Old-established Business, with large Panel; returns average £1,700; gross profits 38 per cent.; books audited; plenty of scope in younger hands; moderate rent; on long lease; owner retiring; price £1,500.

9.—LONDON, S.W.—Good-class Suburban Business; in growing district; returns about £1,500; modern pharmacy, with flat over; well fitted and stocked; price £850 or offer.

10.—CLERKENWELL.—Light Cash Retail, with good N.H.I.; main-road position; returns over £900; net profit £245; rent £75; new lease granted; owner has bought a country business and will accept £400 or first reasonable offer.

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**LANCS TOWN.**—Small Manufacturing Business, capable of development; goods stocked by wholesale; many testimonials; established pre-war; four trade marks. 244/1, Office of this Paper.

**LONDON SUBURB.**—Modern, beautifully fitted Pharmacy, with excellent flat (4 rooms, bathroom and kitchen); established one year; takings for first year over £1,350, steadily increasing; accountant's figures; fittings and good stock worth together about £950; exceptional opportunity; price about £1,100. P.C.B. 145/26, Office of this Paper.

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**ADVERTISER** definitely desires retirement after 21 years; a business-like Qualified man can acquire a good Dispensing connection (none at present) and purchase existing business for cash or on easy terms; every facility granted; speedy transfer desired; trade £600, formerly £1,500; price, fixtures, fittings, etc., £100 (stock £230, could reduce); monthly or long lease £65 exclusive; option freehold, £750; 7 rooms; rates £21; visit neighbourhood; judge opportunities and interview. "Owner," 1 St. Ann's Road, Royal Crescent, London, W.11 (near Tube station, Shepherd's Bush).

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**STONELEIGH PARK, EWELL** (adjoining station).—Commanding parade of shops, with excellent living accommodation, just completed, for sale or rental; exceptionally good opening for Chemist; situated in centre of tremendous developments; butchers, off-licence, newsagent and tobacconist already opened. Further particulars apply B. Godfrey, 48 King's Drive, Surbiton. Telephone: Elmbridge 3115.

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**B**USINESS with turnover of £2,000 or over wanted by Private Chemist; living accommodation; no Optics. Particulars, in confidence, to 246/40, Office of this Paper.

**R**EQUIRED, early in the New Year, in West Riding, Yorkshire, South Lancashire (Manchester district), North Nottinghamshire or Derbyshire, Retail Business; turnover £1,500 to £2,000 per annum; good N.H.I. connection; reasonable price for sound concern. Apply in strict confidence, with bankers' reference, to 245/4, Office of this Paper.

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Apply on forms obtainable by sending stamped addressed foolscap envelope, and quoting reference "Assistant Dispenser," to the undersigned, to whom completed forms must be returned by December 31. Canvassing directly or indirectly will be a disqualification. (P.A./C/157.)

ERNEST S. W. HART,  
Clerk of the County Council.

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Westminster, S.W.1.  
December 10, 1934.

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**E**STABLISHED Agent, at present contacting Wholesale Chemists and large Departmental Stores, desires additional line for 1935; Patent Medicine preferred; alternatively, any line offering sound business; progressive house only considered on commission-expense basis; counties covered: Essex, Beds, Bucks, Oxon, Gloucester, Hants, Sussex, Surrey and Kent, in addition to London. P.C.B. 145/15, Office of this Paper.

**E**XCLUSIVE Sole Representatives wanted for Foreign-made Recognised Pharmaceutical Products for various parts of the British Empire, Far East and South America; exceptional opportunity for a permanent profitable business. Only firms disposed to carry an initial stock on own account may apply under "Firstclassmakes," Box 735, c/o C. Mitchell & Co., 1 Snow Hill, E.C.1.

**M**ANUFACTURERS of Fine Toilet Soaps, Toilet Requisites, &c., with factory in the provinces, require association with Sales Organisation in London who have Showroom and Office Accommodation, with connections Large Stores, Chemists, &c.; all replies treated in confidence. 252/156, Office of this Paper.

**R**EQUIRED.—A firm, in London or close proximity, to undertake the Manufacture and Packing of articles under the control of foreign staff, to stock and forward the goods to all parts of England, the Colonies and the Dominions; the firm would in no way be concerned with the sales side of the business; must be prepared to satisfy us fully as to their facilities and standing. "R," 243/2, Office of this Paper.

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**M**ARBLE ARCH (Box No. 226/45).—Advertisement appeared in November 24 issue for Qualified Manager; much regret cannot reply individually, as applications were so numerous; position is now filled.

**L**IVERPOOL.—Qualified (over 30), ability to control staff; good Stock-keeper and discriminative Buyer absolutely essential. Full particulars, stating experience, salary, 246/6, Office of this Paper.

**L**ONDON, N. (near Finsbury Park).—Temporary Qualified Assistant, from December 17 or 18 to December 24, inclusive; chiefly Dispensing; also assist at Counter; experience, age and salary required. 246/38, Office of this Paper.

**L**ONDON, W.—Qualified Assistant, Male, required for Front Counter of High-class West End Business; previous experience in a similar position an advantage; full particulars in first letter, age, height, experience, salary expected. 252/154, Office of this Paper.

**L**ONDON, W.—Qualified Junior Assistant, male, required 29th inst.; must be smart and thoroughly experienced in Dispensing. Apply, stating age, experience, references and salary required, W. Inman, c/o Harrington, 15 Kensington High Street, W.8.

**L**ONDON, W.C.—Junior, with all-round experience in good-class modern Pharmacy; young, energetic, wideawake; progressive salary and commission (outdoor). Apply, stating age, height, experience, references, salary required, enclose recent photograph, Colman's Pharmacy, 41 Hart Street, W.C.1.

**L**ONDON, W.13.—Young Lady Chiropodist required for January 1; must be Qualified; previous experience in a Chemist's business preferred. Apply, giving full particulars and salary expected, to 246/33, Office of this Paper.

**M**ANCHESTER.—Qualified young Lady Assistant required for Dispensing business; must be obliging and courteous at the counter; capable Window-dresser, &c. Reply, stating age, experience, salary required, and photo if possible. 252/160, Office of this Paper.

**W**ILTSHIRE.—Recently Qualified Assistant required; able to take charge and be a good Dispenser; light Retail; easy hours, clear half-day, some duty alternate Sundays; commence 31st inst. Particulars of salary required, references, &c., to 246/5, Office of this Paper.

**F**EMALE Assistant required for a City Pharmacy. Write or call at Hancock & Co., Ltd., Chemists, 144 Fleet Street, London, E.C.4.

**J**UNIOR Assistant; at once; outdoors; one just completed apprenticeship. John Keall, 5 Putney Hill, S.W.15.

**L**ADY, Hall or M.P.S.; must be of good appearance and address; used to high-class West End business; qualifications—Tact, Salesmanship, Receptionist; permanency; salary and commission. Mr. Hayne, 205 Knightsbridge, S.W.7.

**Q**UALIFIED Assistant, male, required for January 1. Apply, with full particulars and references to Mr. Harold Thomas, J. J. Thomas & Son, 24 Yorkshire Street, Rochdale.

**Q**UALIFIED Chemist, Lady or Gentleman, required early in New Year for branch shop; one just Qualified would do; apply by letter, stating salary and references; letters not answered in six days respectfully declined. Chemist, 197 High Road, Loughton, Essex.

**Q**UALIFIED Lady required, chiefly for Dispensing, to live in (not over shop), with young couple; interview required. State age, height, date of Qualification, salary required (which must be low to commence); permanent position. Low's, 22 North Street, Portslade-by-Sea.

**Q**UALIFIED Male required for position as First Assistant. Candidates able to control staff and having sales ability are invited to write to "Secretary," City of Bradford Co-op. Society, Ltd., 25 Southgate, Bradford. Applications, endorsed "Chemist," stating salary required, will be received not later than first post 18th inst.; duties to commence January 27, 1935.

**U**NQUALIFIED Assistants required. Applicants must be well up in modern pharmacy; energetic and live business men. Good salary and commission; permanency. Apply, giving age, full particulars of experience and salary required to Staff Manager, Timothy Whites, Ltd., Chemists, Portsmouth.

### PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.



**UNQUALIFIED** Lady Assistant wanted, permanency; S.E.10 district; Dispensing experience an asset. Write, stating when free, salary, to 246/17, Office of this Paper.

**WANTED**.—A Qualified Gentleman (25-30), second week in January, for a Good-class Country Business; please give age, height, experience and salary required; also enclose snap. "Pharmacist," 246/30, Office of this Paper.

**WANTED** January 1, 1935, several Qualified Lady Assistants; Manchester and North-West district; Insurance Dispensing experience an advantage; permanencies. Apply 253/161, Office of this Paper.

**WANTED**.—Qualified Assistant, single preferred; all-round experience essential. State age, height, salary required, when free, and send copies of references. Draycotts, Ltd., Chemists, 217 Loughborough Road, Leicester.

**YOUNG** Lady Assistant, Qualified; capable managing very small branch; experience, height, age, enclose photo; state when free and salary required. Bathes, Ltd., 24 Fleet Street, Torquay.

### WHOLESALE.

**CHEMIST** required, capable of organising and pushing the sale of High-grade Proprietary Pharmaceutical Products amongst Chemists, Doctors, &c. State age, experience and remuneration expected. P.C.B. 145/19, Office of this Paper.

**EXPERIENCED** Tablet Maker required for Manufacturing Chemists in the Manchester district; must have thorough knowledge of the Production of all types of Tablets and be an Expert Coater; preference given to applicant who is accustomed to Stokes' Machines. Write, giving full details of past experience and wages expected, 252/155, Office of this Paper.

**INVOICE** Clerk, Male, experienced, required by Wholesale and Manufacturing Chemists in the South of England. Address, stating experience (in confidence), age, salary and when likely to be able to commence, to 245/9, Office of this Paper.

**MEDICAL** Representatives required by well-known Infant Food Manufacturers for calling on G.P.'s, Welfare Centres and Chemists in Yorkshire; also Southern Home Counties area; applicants must be aged around 25/35 years, able to drive car, willing to reside on any ground, and of good appearance and address; Pharmaceutical qualification and/or Medical knowledge or training would be advantageous. Write in confidence, giving full details of career, lines carried, age, married or single, and remuneration expected, to M. R., 252/158, Office of this Paper.

**M.P.S.** REQUIRED (either sex) as Consultant to Small Private Company; subsidiary part-time job; one afternoon per week. P.C.B. 145/25, Office of this Paper.

**REPRESENTATIVE** for North Country territory required by old-established house in the Pharmaceutical trade; Qualified man with outside selling experience preferred; good salary and expenses to the right man, who must have definite personality and selling ability. Give full particulars, age, experience, and territories known. Replies will be treated in strict confidence. Box 733, c/o C. Mitchell & Co., 1 Snow Hill, E.C.1.

**REPRESENTATIVE** wanted for Scotland by well-known Perfumery Manufacturers to call on Hairdressers and Chemists; salary, commission and expenses. Send full details to 252/159, Office of this Paper.

**REPRESENTATIVE**, with sound connection with Chemists, required for the Birmingham district to carry as sideline Products of Well-established London House; liberal commission basis. Reply, giving details, firms represented, experience, reference and photo (if possible), to 247/1, Office of this Paper.

**REPRESENTATIVES** wanted for high-class side-line of proven merit; good connection high-class Chemists, Doctors, Nursing Homes; no competition; salary and commission. Write Box 138, c/o Pool's Advertising Service, 180 Fleet Street, E.C.4.

**REPRESENTATIVES**, with established connections amongst Retail Chemists, to carry an additional line; good commission. 252/157, Office of this Paper.

**REQUIRED**.—Competent Young Clerk, with good knowledge of trade, to act as Assistant to Manager of Home Department of London Drug House; good opening for one with initiative. Give full details and salary expected in confidence to 253/162, Office of this Paper.

**REQUIRED**.—Fully Qualified Pharmacist, with a thorough experience of Medium-scale Plant and Process Work; able to take sole charge of various processes; age 30-40. Apply by letter, marked "Personal," with full particulars and salary required, to R. C. Kelly, 3B Dean's Yard, S.W.1.

**SHORTHAND-TYPIST** required for London Wholesale Druggists; experience essential; must be quick and accurate. Apply, giving full particulars in confidence, and salary required, to 253/163, Office of this Paper.

**TOOTH** Paste Expert who understands manufacture and best sources for raw materials wanted temporarily. Apply 242/5, Office of this Paper.

**WANTED**.—Traveller with good connection, Doctor and/or Hospitals; available to handle Pills and Tablets made by progressive and old-established London house; retainer and commission basis. 252/152, Office of this Paper.

**YOUNG** Man of selling ability and some Retail experience, with connection among Chemists in the West of England and South Wales, required by London Manufacturing Chemists to work and extend existing connection; permanent and progressive position for the right man; applications treated in confidence; write, stating age, experience, territory now covered, remuneration required and when available; must live on territory; no stamps. 252/153, Office of this Paper.

### COLONIAL, INDIAN AND FOREIGN.

**MALAY STATES**.—Junior Assistant (about 25), Qualified, required; with Optical Qualification and experience; single; second-class passage out and home; excellent prospects for right man. Apply by letter only to Dakin Brothers, Ltd., 82 Middlesex Street, London, E.1, with copies of references.

### SITUATIONS WANTED.

#### RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.A.**—M.P.S. (25), tall, fair, married, seeks change of position, preferably Kent, Sussex or Surrey. Dagmar House, St. Mary Cray, Kent.

**A.A.A.**—M.P.S. (27), Scot; experienced Dispensing, Prescribing, &c.; Manager or Assistant; permanent or temporary; good references; prefer interview; North of Thames London; now free. Pharm., 6 Aylmer Road, E.11.

**A** QUALIFIED Manager or Assistant, 20 years' all-round experience, requires position, London or Suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** DVERTISER, Unqualified (42); tall; active; undeniable references; thoroughly reliable; permanency, relief; abstainer; disengaged. Mack, 18 Aycliffe Road, W.12.

**A** SSISTANT, Unqualified (25); knowledge of Optics; own equipment; Essex preferred but not essential. "Statim," 197 Stornoway Road, Southend-on-Sea.

**A** SSISTANT (25). Part I; expert Dispenser; used to High-class Family Business. Bishop, 41 Hillcross Avenue, Morden, Surrey.

**A** SSISTANT (24), Qualified, desires change; high-class Dispensing Business preferred; disengaged December 31; excellent references; London experience. 246/15, Office of this Paper.

**A** SSISTANT (25), Unqualified; West End and all-round experience; good Window-dresser; London preferred. "C.," 44 Turneville Road, W.14.

### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.



**CHEMIST**, Scotsman, Prescriber, experienced, disengaged, desires Management or Senior; London or Provinces; moderate salary. "Drug," 9 Devonport Street, London, W.2.

**DISPENSING** (Apothecaries' Hall).—Young Lady requires post; Midland district; General Dispensary experience. Llewellyn, Belmont, Chester Road, Kidderminster.

**DOCTOR'S Dispenser-Bookkeeper**; gentleman, middle-aged; experienced Private, N.H.I.; whole, part time; could assist Chemist, Retail, Wholesale. 65 Cloudeley Road, N.1.

**FULLY** experienced Unqualified Assistant (28; 6 ft.); public school; tactful, courteous Counterman; clean, accurate Dispenser; town or country; immediately available. Flatman, St. Audries, Taunton. Phone: Williton 37.

**LADY Dispenser (Hall)** requires post; Hospital, Doctor or Chemist; experienced; London. Swale, 44 Hereford Road, Bayswater, W.2.

**MANCHESTER**.—Qualified (28); good-class experience; excellent references; energetic, trustworthy, capable; Manager or Assistant. 245/5, Office of this Paper.

**M.P.S.**—EXPERIENCED in all branches, with excellent references for competence and trustworthiness; requires permanent position; will undertake to build up new or neglected business for moderate progressive salary; in town or country; now resident London. 246/36, Office of this Paper.

**M.P.S.**, M.I.C.O. (24½; 5 ft. 9½ ins; married); Manager or Assistant; own Optical Equipment if required. C. Ormston, "Kyamena," Biggin Hill, Kent.

**PART-TIME** in London; Qualified, elderly, active, reliable, abstainer; salary 1s. 6d. per hour. Apply "S.," c/o Whitton, 2 Penistone Road, Streatham Common, S.W.16.

**QUALIFIED**; first-class experience in City, West End and Suburbs. Charles Adam, 31 The Vineyard, Richmond, Surrey.

**QUALIFIED**, £3 weekly; high-class Dispensing and good, all-round experience; any capacity; town or country; excellent references; disengaged. 246/41, Office of this Paper.

**QUALIFIED** (23); good Retail experience and Dispensing; capable of taking charge; City or West End preferred; disengaged. Write P.C.B. 145/9, Office of this Paper.

**QUALIFIED** (54), locum, Registered N.P.U., or Manager; recently retired. "C.," 6 Bathurst Walk, Iver, Bucks.

**QUALIFIED** (25; married) desires change; at present managing; really capable and conscientious worker; all-round experience; near London preferred; free one month's notice. 246/14, Office of this Paper.

**QUALIFIED** (29) seeks position of trust; keen Buyer, efficient Salesman; Liverpool or district preferred, but not essential. 246/44, Office of this Paper.

**SUPERINTENDENT**.—M.P.S. desires post as; in Birkenhead or Liverpool preferred, though not essential; short hours and low salary. 246/16, Office of this Paper.

### WHOLESALE.

**A.A.**—STILLMAN and Extractor, used to Collodions, Iodoform, Chloroform, Creosote, Citrates and Fine Chemicals (38); last post 14 years; reliable, trustworthy, and not afraid of hard work; go anywhere; available immediately. A. Chaplin, 24 Lea Road, Rye Park, Hoddesdon, Herts.

**AVAILABLE** shortly: Successful, experienced Sales Manager; well known to Toilet, Perfumery and Fancy Buyers. 246/4, Office of this Paper.

**EXPERIENCED** Pharmaceutical Sales Promotion Manager and Marketing Specialist, terminating present engagement in February, desires appointment with progressive house. 246/21, Office of this Paper.

**IRISH FREE STATE TARIFF REGULATION**.—Chemist, Irish qualification, conversant with above, extensive experience Importing, Exporting, good Organiser, Controller of Labour, excellent references, seeks introduction English Manufacturing Firm view business I.F.S.; available interview London. P.C.B. 145/18, Office of this Paper.

**MEDICAL REPRESENTATION**.—Expert Propagandist, with unexceptionable credentials, wide experience amongst Physicians, Surgeons, Institutions, Clinics, sound knowledge Medicine, Therapeutics, desires re-engagement. "E. D.," 9 Fawley Road, N.W.3.

**M.P.S.** (24), tall, desires progressive Representative position, with scope for energy and initiative; 7½ years' Retail experience; now Managing; reliable; excellent references. 86 Louis Street, Chapeltown Road, Leeds, 7.

**PROPRIETARY**, Medical Propaganda, Sales; own car; 30 years' exceptional recommendations; highest credentials; M.O.H. bill of health; 7 years last engagement, self-terminated; Hants and West of; permanencies and first-class houses only. "Stability," Barley Mow, Barnstaple.

**REAL** First-class Salesman desires change; well educated, outstanding sales ability, highest integrity, cultured, energetic; 14 years' experience first-class houses covering whole of England and Wales; Chemists and Stores; available early 1935; preferably executive position. 245/2, Office of this Paper.

**REPRESENTATIVE** desires post; wide experience overseas, India, Burma, Ceylon, Mesopotamia, Gulf, Siam, Malay, East Indies handling varied products; Manager to English subsidiary company in Canada manufacturing Surgical Dressings and Plasters; French, Spanish, Hindustani; University; first-class references; interested any position offering prospects. 246/29, Office of this Paper.

**REPRESENTATIVE**, well known to Chemists in Scotland and the North of England, 15 years with present house, desires change; would consider Agencies which offer prospects. 243/3, Office of this Paper.

### FOR SALE.

(Articles to the value of £5-£50.)

**CASH** Register, snip, "National," in sound condition; adds up cash and prints every sale. Write R. Vernon, 1 Guildford Road, Walthamstow, E.17.

**COMPLETE** Equipment and Stock of Sight-Testing Optician; includes Trial Case, New Keratometer, Copeland Street Retinoscope, Ophthalmoscope, Perimeter, Scotometer, &c.; everything in perfect order; full particulars on request. D. M. Honeyman, 14 Market Street, Omagh, Co. Tyrone, Northern Ireland.

### MISCELLANEOUS.

**CHEMISTS' FITTINGS**.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

**LIMITED COMPANIES REGISTRATION**.—As the older Chemists know, this small advertisement has now appeared here for over 25 years. If an experienced agent, whose terms are somewhat lower than any quotation you can get anywhere, can help you, write for free advice to A. BERNARD SLACK, 721 Princess Road, West Didsbury.

**SECOND-HAND** Pharmacy Fittings for Sale at Keen Prices, including Modern Silent Salesmen and All-Glass Counters. Send requirements or call at PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

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(Articles up to the value of £5.)

**FOR DISPOSAL.**

**MAHOGANY** Trial Case, unmounted; 120 sphericals, 60 cylindricals, 12 prisms, 8 etceteras; £5 or best offer. 246/22, Office of this Paper.

**WANTED.**

**T**ABLET Machine for power wanted; London. Full particulars to **BM/FPTK, London, W.C.1.**

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